

THE TIMES 1785-1985 Tomorrow

Class war  
Why school teachers  
feel they have  
been betrayed

Glitz is back  
Suzy Menkes reports  
from Milan on the  
return of glamour

Fading star  
David Watt on why  
Ronald Reagan is already  
a lame duck President

Hit or miss  
Ian Botham hears  
whether his drugs  
conviction will  
affect his career

Portfolio

There is £4,000 to be won in today's Times Portfolio Competition, because no one won yesterday's £2,000 daily prize. Portfolio list, page 20; how to play, information service, back page.

And on Saturday £22,000 can be won - the weekly prize of £20,000, plus the daily £2,000.

12 pages of jobs

Growth at the top end of the jobs market is a harbinger of improvement lower down. Employment Secretary Mr Tom King says in introducing a 12-page special recruitment section of The Times offering more than 600 job opportunities

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Britons to fight on over Debendox

An American court's rejection of a \$1 billion suit against the makers of Debendox, the morning-sickness drug, will not affect British families seeking damages, their solicitor said. A British action group claims that 400 to 700 children deserve compensation

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BBC apology

Mr Stuart Young, chairman of the BBC, apologized for a misleading television news report which said that an independent study had denied there was overmanning in the corporation

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Arms priority

The US team at the Geneva arms talks has made its first priority preventing Soviet violations of existing treaties

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Goetz rethink

A second Grand Jury will decide whether Bernhard Goetz, who shot four youths on the New York subway, should be charged with attempted murder

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Jenkins rebuke

Lord Bridge of Harwich described as "offensive" and "unjustified" the criticism of his investigation into telephone tapping by Mr Roy Jenkins, the former Home Secretary

Letters, page 15

Merger talks

Fleet Holdings, the publishing group, and Aitken Hume International, the fund management company, are still discussing a merger, despite last week's statement that the talks had broken down

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US master

Mr Kingman Brewster, the former American ambassador in London, is to be the next Master of University College, Oxford, succeeding Lord Goodman, CH

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Leader, page 15

Letters: On NHS medicines, from Professor A. Maynard and Mr D. Taylor; VSO rescue, from Mr K. Lambert

Leading articles: Mubarak's peace moves; Prescription charges

Books, page 13

A. S. Byatt reviews Graham Greene's lost novel; Gay Firth on the rest of the week's fiction; John Campbell reviews the biography of Hugh Dalton; Ned Sherrin on OUDS, and John Jones on war

Features, pages 12-14

Bernard Levin on the wartime German resistance; the BBC licence fee debate continues; profile of the brains behind the Budget

Obituaries, page 16

Mr Alastair Mars, Dr A. S. Watt

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# Reagan offers to hold summit with Gorbachov

From Richard Owen, Moscow

President Reagan has proposed a summit with Mr Mikhail Gorbachov, the new Soviet leader, who took power on Monday. Diplomats said the message was conveyed to Mr Gorbachov after the funeral yesterday of President Chernomir by Vice-President George Bush and Mr George Shultz, the American Secretary of State.

Mr Chernomir, who died on Sunday at the age of 73, was buried with full state honours on Red Square.

Mrs Margaret Thatcher also held talks yesterday with Mr Gorbachov. When Mr Gorbachov visited Britain in December, the Prime Minister established a rapport with him, saying that she liked him and could do business with him.

But the new leader made a point yesterday of spending time in extensive discussions with his East European allies and Third World leaders as well as Western leaders. He spent an hour longer than scheduled with fellow leaders of the Warsaw Pact.

Diplomats said Mr Reagan had suggested a summit whenever this proved practical, provided the ground was well prepared. Observers interpreted this to mean that there must first be some sign of progress at the new Geneva arms talks, which opened this week as planned despite the death of Mr Chernomir.

In the past Mr Reagan has blamed the fact that he is the first president in modern times not to have met his Soviet counterpart on the continuous turnover of leaders in the Kremlin.

Funeral report and photographs, back page



Actually - in young Russia...



Vice-President George Bush expressing condolences to Mr Gorbachov at the Kremlin

## The Times diary referred to privileges

By Anthony Bevins Political Correspondent

A leak in The Times diary of a draft parliamentary report on the Special Branch is to be investigated by the Commons Committee of Privileges in an attempt to discover the identity of the source and to curb the long-standing flow of confidential information from the select committee system.

The privilege motion, moved by Sir Edward Gardner, Conservative chairman of the Select Committee on Home Affairs, was carried by 268 votes to 109, a majority of 159.

A similar complaint against The Economist, in 1975, resulted in a Privileges Committee report which recommended that the editor of the magazine and its political correspondent should be excluded from the precincts of the House for six months. The House rejected that penalty.

A further report in 1978, on a complaint against The Guardian and The Daily Mail, said that while publication of select committee leaks was a contempt of the House, "the prime offender in this case is the person or persons who supplied the press with the information on which the offending articles were based." No action was taken against the papers.

Yesterday's debate concentrated the attack on the anonymous source of the information, and there was concern on both sides of the House about the threatened breakdown of trust between MPs on the select committees.

Mr Cranley Ouslow, chairman of the Conservative backbench 1922 Committee, said that it would be impossible for select committees to work properly if MPs behaved dishonourably towards one another.

But Mr Jeffrey Rooker, the Labour frontbencher, who agreed that there had been a breach of trust, told the House: "You cannot legislate to create trust between members of select committees."

Both sides of the House, including Mr John Biffen, Leader of the House, appeared to accept the point made by Mr Michael Foot, the former Labour leader.

Mr Foot said that the investigation into the leak would come up against a brick wall because the journalists involved would not disclose their sources.

There was laughter, however, when Mr Foot added: "That does not mean that I am in favour of people leaking from select committees, or Cabinet, or even of Speakers leaking from conversations they have. These are matters of honour."

Parliament, page 4

## Britain abandons North Sea oil prices control

By David Young, Energy Correspondent

Britain, the world's fifth largest oil producer, is abandoning its machinery for setting North Sea oil prices. The move which is already sending world oil prices downwards, is likely to anger the 13 members of the Organization of Petroleum Exporting Countries (Opec).

The Department of Energy announced yesterday that the state oil trading operation, the British National Oil Corporation (BNOC), is to be abolished and in future North Sea oil prices will be those set by the world oil spot market, operating mainly in Rotterdam and New York. The price in Rotterdam last night for North Sea Brent crude was \$27.60.

BNOC last set its official price at \$28.65 a barrel in October. It has yet to set a price for this month.

BNOC, by law, buys in up to 51 per cent of North Sea oil at its official price. It has been selling it at spot market rates, losing at times up to \$2 a barrel.

BNOC will, in theory, be able to set North Sea prices until its abolition has been completed, but in effect the price will now be that set by the spot market.

The spot markets are already marking down oil prices in the wake of the announcement and Opec is almost certain to react with outrage. It has always felt that Britain's oil price was related to its own price structure and has previously given a warning that price cuts by

## Sudanese face war, famine and death

From Michael Frest Juba, Sudan

A virtual collapse of government in the isolated southern provinces of Sudan has condemned thousands of people to famine, disease and the ravages of war and banditry.

The Government in Khartoum has lost control to the rebel Sudan Peoples Liberation Army in most of Bahr el Ghazal and Upper Nile, except for a handful of towns with army garrisons.

Sporadic SLPA activity and army mutinies - the most recent at Kajo last week - have restricted the Government's writ in the crucial Equatorial region to the capital, Juba, and the western border with Zaïre. Juba itself has been cut off from the north, except by air, since the SPLA closed the Nile to steamers last November.

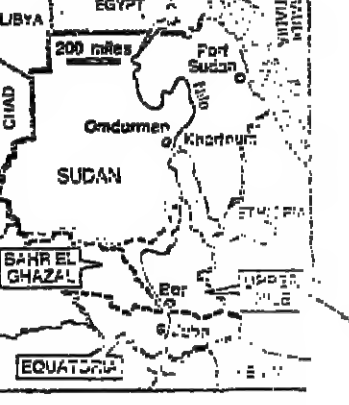
Aid agencies estimate that 60 per cent of the populations of Bahr el Ghazal and Upper Nile are threatened by famine. In present conditions, these three million people are likely to be left to their fate. There are no plans in Khartoum for sending food there now, when stocks are all but exhausted, and November, when the harvest is due.

Pockets of famine are reported in Equatoria, in better times a fertile region. The Taposa tribe, which lives in the Kapoeta district east of Juba in the heart of SPLA territory, is suffering badly. Food is scarce, and a sleeping sickness epidemic is wiping out villages.

The local Director of Military Intelligence has virtually all parts of Western and Eastern Equatoria are unsafe. As a result the number of expatriate workers has fallen sharply. Voluntary Service Overseas will wind up its Juba office in June.

Within the regional capital itself the mood is one of guarded apprehension. The hospital lacks water, electricity and the simplest medicines. Price has doubled in the market so that a 50 kilo gramme bag of sorghum now fetches 125 Sudanese pounds about £45. Crime is driving people into the countryside.

Ethiopian push, page 8



## Miners and NCB meet for tentative area talks

By David Felton, Labour Correspondent

The first tentative moves towards re-establishing relations between miners' leaders and the National Coal Board were taken yesterday when management and union discussed problems in the Midlands and Lancashire coalfields.

Area secretaries from Staffordshire, North Wales, Lancashire and Cumberland met Mr John Northard, western area director, to discuss the return to work and future investment.

Later, Mr Northard met Mr Sid Vincent, Lancashire area secretary, about geological problems at the Golbourne pit, near Leigh.

The decision to seek local talks with the National Union of Mineworkers was taken at a meeting in London this week between Mr Ian MacGregor, board chairman, and the area directors. It will be seen as a further attempt by Mr MacGregor to by-pass the union's national leadership after his letter this week to the homes of 186,000 miners, calling for a new start.

In a separate attempt to break the negotiating "freeze" at national level, a meeting in Sheffield yesterday of the union's negotiating committee called for talks on outstanding pay claims.

A recommendation for a reopening of talks will be laid before the national executive, which is expected to be brought forward to next week. There are also likely to be calls from some moderate areas for an ending of the 16-month overtime ban.

Mr Henry Richardson, the Nottinghamshire NUM leaving general secretary, won a High Court injunction yesterday preventing his area executive from implementing his dismissal, on Monday.

The four directors of the coal board in Yorkshire are to meet area NUM leaders for the first time in more than a year (Peter Davenport writes).

After months of publicly haranguing the meeting, at an undisclosed venue, is seen as a crucial bridge-building exercise.

The union is anxious to press for reinstatement of men dismissed during the dispute - 250 in Yorkshire, with 170 cases pending. Fifty-four have been reinstated, mostly men who committed minor offences, such as stealing coal. But more of the 76 miners dismissed in the militant Doncaster area have been reinstated.

Although the board is unlikely to move on its stance of no amnesty for serious offences, it is expected that there will be discussion about establishing a common criteria that can be considered in all coalfields for reinstatement.

Pit threats, page 2

## Pressure grows for amnesty Scottish dismissals 'must stand'

From Ronald Faux, Edinburgh

The National Coal Board in Scotland said yesterday that there would be no amnesty for miners dismissed during the coal strike in spite of growing pressure from mining communities, MPs, churchmen and senior police officers for the board to take a more lenient line towards the 205 men involved.

Mr Albert Wheeler, director of the Scottish coalfield, remains convinced that the men deserved their dismissal.

The National Union of Mineworkers has cited the cases of miners dismissed, according to the union, for such trivial offences as crossing a white line outside a colliery, or unavoidably entering coal board property, and for carrying out a protest sit-in underground after the management had removed safety cover.

The union adds that at least one man was charged, taken to court and found "not guilty" lost his job for gross misconduct. It says this has also been the case with other miners in Scotland who were never charged by the police.

The miners say the men dismissed often proved to be union officials, committee members or strike organizers. There is a strong resentment that local union leadership was picked on and that the arrests were selective.

As the miners' abuse and bitterness is aimed squarely at the Scottish director, his reputation as the "hard man" of the British coal industry increases daily. It is clear that in some cases the coal board has more evidence than it has so far disclosed about the activities of the pickets.

It is understood that one man dismissed for a minor breach of rules was known by the coal board to have thrown a brick through a window at the home of a working miner during the strike. The coal board said the full reasons for a man's dismissal might not have been given in his dismissal notice.

Mr Wheeler remains adamant that those who were dismissed deserve to be for their actions against working miners, their families or against coal board property.

That evidence has not been tested in law but could be at the industrial tribunals to which the union has appealed.

The broken glass and damaged walls within a stone's throw of the perimeter of Bilston Glen Colliery are clear reminders that strengthen Mr Wheeler's resolve. People too easily forget the violence and the harassment, he says, and the men who did this damage were given a warning. Mr Wheeler is clearly not going to forget.

His reputation for toughness predates the strike. It was the Wheeler axe that brought an end to development at the Polmaise Colliery, near Stirling.

Continued on page 2, col 4

## Wimbledon prize money rises above falling pound

The recent fall in the value of sterling has driven the prize fund at this year's Wimbledon tennis championships up by 32 per cent to a record £1,934,760. The men's champion will receive £130,000, compared with £100,000 last year, and the women's title winner £117,000, compared with £90,000 in 1984.

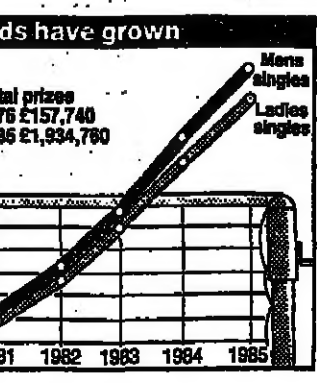
The Wimbledon management committee chairman, Mr R. E. H. Haddingham, said yesterday that it was imperative to compensate for the depreciation of sterling. Prize money in tennis is officially assessed in dollars. "One cannot ignore the fact that 47 per cent of our entry is from the United States", Mr Haddingham said.

Not all of the prize fund goes into the players' pockets. Every grand prix tournament, including Wimbledon, contributes to end-of-year bonuses paid to the most successful players on the circuit as a whole. This year Wimbledon will contribute £119,048, despite the fact that some of the players who will benefit will not compete in the championships.

There is also a fee of £19,842 paid to the men's players' union, the Association of Tennis Professionals. The women players give 5 per cent of their prize money to their union, the Women's Tennis Association.

This year, for the first time, Wimbledon will give £100,000 to the International Tennis Federation to help with the development of tennis throughout the world. The "surplus" - or profit - from the tournament has risen from £183,969 in 1976 to £4,252,193 last year. The surplus is channelled through the Lawn Tennis Association for the development of the game at all levels in Britain.

Mr Haddingham said: "It is important to emphasize that,



## Jenkin may ease burden on housing

By Julian Haviland Political Editor

Mr Patrick Jenkin, Secretary of State for the Environment, yesterday promised in the Commons to consider sympathetically additional capital allocations for local authorities obliged under the Housing Defects Act to buy or reinstate poorly maintained property.

It was Mr Jenkin's only concession during a debate on the Government's new, tighter controls on spending by councils of money from council house sales and other sources.

Many Conservative backbenchers resent the controls, which have been opposed by councils of every political colour.

The Commons last night approved an Order limiting approved capital spending by councils to 20 per cent of housing and 30 per cent on non-housing receipts. An Opposition move to quash the Order failed.

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Rex Bellamy, page 22



# Trade mission returns from China full of confidence

By Edward Townsend, Industrial Correspondent

Lord Young, Minister without Portfolio, returned to the United Kingdom yesterday after leading a high-powered industrial sales mission to China confident that Britain could improve significantly its "appalling" level of trade with the Chinese.

"I am delighted with our progress," he said. "The whole world is beating a path to China's door and there is good scope for the UK to increase its share. There is no doubt that we have unearthed a considerable interest in many UK companies."

While no large contracts were announced during the 10-day tour, the 10 captains of industry invited to take part clearly were unanimous in their view that the potential for new joint ventures and technology transfer agreements was great.

Britain's trade with China is little more than £300 million a year.

The following is a summary of the statements issued by the 10 companies who were represented by their chairman or chief executive on Lord Young's mission.

**Babcock International:** Well placed to supply power station boilers and a range of mining and bulk handling equipment. Many useful contacts made which will be followed up as quickly as possible.

**BOC Group:** Signed a letter of intent with Wu Song Chemical Company of Shanghai on a joint venture to produce high technology industrial gases. Further opportunities to supply large gas plants.

## Sino-British ventures

Joint ventures between British companies and the Chinese authorities include:

**Reack Data:** Manufacturing and testing the Reack 9900 frequency counter.

**Racal Survey:** Two 10-year ventures covering energy and oil sectors and positioning surveys.

**Pilkington:** Joint glass plant in Shanghai.

**Cable & Wireless:** Several projects, including offshore telecommunications systems and telephone equipment.

## Willebrands disowns biblical anti-semitism

By Clifford Longley, Religious Affairs Correspondent

The leading Roman Catholic authority on Jewish-Christian relations admitted in Oxford yesterday that passages in the New Testament have caused "supported anti-semitism."

Cardinal Johannes Willebrands, head of the Vatican's department for Jewish relations, said they were used to give a negative view of Jews and Judaism.

His address to the Oxford Union strongly echoed the views of the Bishop of Salisbury, Dr John Baker, who is head of the Church of England's Doctrine Commission.

Last month Dr Baker declared that the church had to disown the distorted features of the New Testament if it was to be cleansed of racism. Christianity had "served forth the poison of anti-Judaism," later

## Debendox claimants ignore US defeat

By Thomson Prentice, Science Correspondent

An American jury's verdict rejecting a \$1 billion suit against the makers of the morning sickness drug Debendox will not affect the British families seeking damages, solicitor, Mr Ian Sheridan, said yesterday.

After a 22-day trial in Cincinnati, Ohio, the jury decided against 1,200 women who alleged they gave birth to deformed children after taking the drug, known as Debendox in the United States.

In Britain, the Debendox Action Group says that between 600 and 700 children deserve compensation from the manufacturers, Merrell Dow.

The Cincinnati judge refused to allow British women to join the suit.

Yesterday, Merrell Dow's base in Hounslow, Middlesex, said: "The jury findings are consistent with the scientific evidence which strongly supports the safety of Debendox."

"It is a sad fact that 2 per cent of all pregnancies end with the birth of a malformed child. The outcome of this trial and the wealth of scientific evidence available confirms that congenital malformations are not related to Debendox."

"It is to be regretted that so many parents with a malformed child have been alarmed and led to believe that Debendox was the explanation for their child's malformations."

Debendox was marketed in Britain from 1958 until June 1983, and used in more than 33 million pregnancies worldwide, according to the makers.

Last night, Mr Sheridan said: "The American verdict does not affect the case of the British families. We will continue to seek justice and compensation both in the American and the British courts."

Mr Sheridan said that the US court case had been concerned with the drug Debendox, which had a different chemical formulation from Debendox.

However, Merrell Dow said that both formulations had been judged in the trial.

## Health warning

The British Medical Association is urging doctors to oppose moves by some local authorities to remove the need for alternative medical practitioners' premises to be licensed (Nicholas Timmins writes).

The move comes despite evidence in a survey published in *The Times* yesterday that alternative and complementary treatments are becoming more popular among GPs.

The association said yesterday: "We are not trying to stop alternative therapies developing but we are worried that there are still quacks around."

## Drug list

The BMA is likely to respond to invitations from Mr Norman Fowler, Secretary of State for Social Services, to hold talks over a possible appeal mechanism for any patients who need drugs that are on the list for which the health service will no longer pay from April 1.

But the association looks increasingly likely to apply for judicial reviews in the hope that it can get the list declared illegal.



Martin and Joy Moran at the summit of their final Munro (Photograph: John Paul)

## Record breaker on a high note

Mr Martin Moran, aged 30, a climbing enthusiast from Sheffield, arrived in Fort William yesterday having covered 1,027 miles and 41,300 feet during the past 83 days (Ronald Faux writes).

His round of all the Scottish Munros (peaks higher than 3,000 feet) first listed in 1891 by Sir Hugh Munro, set records for speed and for being the first man to complete all the Munros in winter.

"I am just beginning to realize how tired I am," he said after striding down Sgurr Eilde Mor, the final Munro. With his wife, Joy, aged 29, who climbed 120 of the peaks and provided road transport and logistical support.

He said: "I was a bit rushed towards the end because of the appalling weather. In the last three days I packed in 20 Munros, 65 miles of distance and the height of Everest from sea level."

The Morans sold their home to fund the attempt, which aims to raise money for Intermediate Technology, a charity that provides practical help schemes for the Third World.

"It was ironic to be sometimes climbing a hill in pouring rain to help provide a pump for a desert village with no water," Mr Moran said.

## Miner fears for his life after pit threats

By Barrie Clement, Labour Reporter

A miner aged 39 yesterday said he was now in fear of his life after leading a return to work last November at a strike-bound Yorkshire pit.

Mr Brian Smith, an underground worker at South Kirby colliery, near Barnsley, has refused to go down the mine since Mr Smith, had to be locked in a pit building to escape the taunts and physical intimidation of the newly returned strikers.

"They came back with banners flying and went for us. We armed ourselves with pickaxe handles because we were afraid," Mr Smith said. "They were trying to smash the building down, and the management didn't seem to be doing much about it."

Eventually the militant strikers dispersed, and Mr Smith and his colleagues left the building. The next day the "working miners" finished their shift to be greeted by 600 jeering pickmen. "They were shouting us all over the place," he said.

Last Friday management sent letters to all NUM members calling on them to stop intimidation, and the moderates went in to work on Monday.

"But they asked us to go underground and we refused," Mr Smith said. "There's no way we are going down there back to our normal jobs. They have threatened to kill us."

## Scottish dismissals must stand, says coal chief

Scottish official said: "That is not true. The nature of the cases we are dealing with are ones where no amnesty is being given down South."

But the pressure for an amnesty continues with the Chief Constables of Fife and Central Region both stating that tensions in the coalfield would be greatly reduced if each case was reexamined on its merits.

Yesterday 4,000 tons of coal were shipped out from Leith to Denmark, the first export coal to leave Scotland since the strike began.

The coal board also rejects the impression that their attitude is somehow different from that in other coalfields. A generating stations less dependent on coal.

Scottish coal does not burn so brightly but that is the least of his problems at the moment with export markets lost and

## Hattersley budget has £3,000m tax bill for rich

By Anthony Bevis, Political Correspondent

An extra £3,000 million tax bill for the rich was yesterday proposed by Mr Roy Hattersley, Labour's shadow Chancellor of the Exchequer, as part of an alternative Budget.

Mr Hattersley told a Westminster press conference that the Shadow Cabinet had agreed to a £3,000 million employment package which would be presented as the opposition alternative to next week's Budget statement from Mr Nigel Lawson.

He said that the finance needed to stimulate and provide employment would come from the Chancellor's suggested tax handout of £1,500 million and the proposed cut of £3,500 million in the public sector borrowing requirement.

It was estimated that unemployment could be cut by 270,000 in one year, a million over three years, with such an investment.

But he also proposed a strong element of redistribution, including a £5 increase in child benefit, a £5 increase in the single person's pension and £8 for married pensioners, and the introduction of long-term supplementary benefit for the more than a million long-term unemployed. Long-term benefit keeps pace with the level of the state pension.

The cost of those increases, estimated at about £2,825 million, would be paid for, Mr Hattersley said, by withdrawing tax concessions given to the country's wealthiest 5 per cent since they came to power in 1979.

Conservative concessions included the reduction in capital gains tax and capital transfer tax, the abolition of investment income surcharge and the lowering of the top tax rate bands.

Heath budget, page 5

## Protesters 'bought land to thwart hunt'

From Tim Jones, Bristol

The League Against Cruel Sports was accused yesterday of buying plots of land on Exmoor in order to bring hunting to an end, although it knew the activity was lawful and legitimate.

The accusation was made in Bristol High Court by Mr Edward Cazalet, QC, who claimed the league had bought 33 small plots with the object of inducing hounds on to the property.

He added: "Alternatively, they bought those plots well knowing that the effect thereby would be severely to disrupt hunting."

Mr Cazalet said hunting on Exmoor had been carried on for more than 100 years with the support and to the benefit and enjoyment of the farming community.

Earlier, hunt officials had said that without the hounds the deer herd would be poached and shot out of existence. The league is seeking to have hounds of the Devon and Somerset Stag Hounds banned from 2,000 acres of wildlife sanctuary which it owns on Exmoor.

The league wants a declaration that the hunt cannot enter or trespass on to its land and an injunction restraining the defendants or their agents from entering or crossing their land. It also wants the judge to grant a permanent injunction against the hunt which culls the 1,000-strong herd of red deer running wild on the moor.

In addition, it is seeking to extend and make permanent a temporary injunction granted in March 1983 and asks for damages for trespasses already committed.

Mr Cazalet said the hunt worked with a trained and disciplined pack of hounds which was handled by experienced staff. The hunt had made painstaking efforts to prevent hounds entering on to prohibited land.

He said that such entries alleged to have taken place occurred in spite of reasonable care taken by the defendants.

Mr Cazalet said: "We submit that a master of hounds would not be able to take his dogs out at all if he is liable in law for their trespass, having taken reasonable efforts to prevent them from entering somebody's else's land."

"Under the terms of the injunction sought by the league, hunting would be stopped within a very wide radius around each sanctuary, perhaps as much as 10 miles in some areas, for fear of unintentional trespass."

Mr Louis Blom-Cooper, QC, for the league, told the court: "The league fully acknowledges that the sport of hunting, be it stag or fox-hunting, may be lawfully carried out in this country at the present time."

"But, and this is the main qualification, such lawful hunting has always to be conducted in subordination to the ordinary rights of property."

Mr Justice Park has told the defendants, Mr Maurice Scott of Brendon Hill Farm, Watchet, Mrs Nora Harding of Timberridge, Minehead, and Mr Michael Robinson, of West Hackett, Porlock, joint hunt masters, that the league has a right to expect that its sanctuaries should not be invaded by hounds.

Mr Justice Park reserved judgement on the case, which could be crucial to the way in which hunts are conducted. It is thought his verdict will decide whether hounds can be regarded in law as trespassers.

## Peace protesters get the vote

Judge Peck at Newbury, Berkshire, yesterday ruled that seven women peace protesters were entitled to have their names on the electoral register for the town even though they are illegally camped outside the Greenham Common base.

He said that Mr Anthony Meyer, chairman of the group "RAGE" (Ratepayers Against Greenham Encampments), who has been leading the campaign against the women's right to have their names included on the electoral register, should pay the costs of the hearing.

## Vicar's Russian wife to join him

Mrs Lyudmila Evans, aged 34, the Russian wife of the Rev Walter Evans, aged 55, Vicar of Chalfont, near Stroud, Gloucestershire, has been given permission to join him in Britain in three months.

Mrs Evans, who comes from Kiev, was married in August 1983. She will bring her daughter Katia, aged four, but not her eldest daughter Tania, aged 13.

## Sir Robin hopes to go on working

Sir Robin Day, the interviewer, left hospital yesterday after heart-by-pass surgery and said he hoped to return to television.

Sir Robin, who is 61, was asked when he would be back on television and replied: "Perhaps never. Retirement is quite possible but I have every intention of returning because I can't afford not to."

## Ponting says his phone and mail were monitored

By Richard Dowden

Mr Clive Ponting claimed yesterday that his telephone was tapped and his mail intercepted while he and his lawyers were preparing his defence for his trial on charges under the Official Secrets Act.

"My solicitor, leading counsel, his junior and I all had the same monitor on the same morning," said the former Ministry of Defence civil servant.

"A peculiar ringing of the phone and the minute it was picked up there was no one there."

"I am sure that someone on an Official Secrets Act charge would have their phone tapped. What concerned us was that our plan for my defence would be passed on to the prosecution."

Mr Ponting said that nothing emerged at the trial which suggested the prosecution had access to his defence before

hand, but Mr Bruce Laughland, his leading counsel, had raised the matter with the Director of Public Prosecutions. He had received a non-committal reply.

Mr Ponting said the flat of Mr Jonathan Caplan, his junior counsel, where he and his lawyers held meetings to plan the defence, appeared to have been broken into.

In his book *The Right to Know*, published yesterday by Sphere Books at £2.50, Mr Ponting said a bank statement last year arrived late and had so obviously been tampered with that it may have been intended as a warning.

Admiral of the Fleet Lord Lewin will not be prosecuted under the Official Secrets Act for disclosing details of Navy sonar systems to the authors of a book on the sinking of the General Belgrano, the Attorney General Sir Michael Havers said yesterday.

## EEC farm price warning

By John Young, Agriculture Correspondent

Any significant increase in EEC farm prices would be irresponsible, Mr Michael Jopling, Minister of Agriculture, told the House of Commons Select Committee on European Legislation yesterday.

Milk production in the Community was still 12 per cent above demand, despite the imposition of quotas, he said.

There were 600,000 tonnes of beef in intervention storage and there was likely to be a 15 million-tonne carryover of surplus grain in store at the time of this year's harvest.

In the circumstances, the increase of between 4 and 5 per cent suggested by the European Parliament would give entirely the wrong signal to the agricultural sector, he said.



The £2 gallon motorists using a small filling station in the village of Monks Elleigh, Suffolk, are paying £2 for a gallon of four-star petrol, and £2.05 at Hadleigh, near by.

Esso's recommended price is £1.994, but Mr John Webster, serving at his garage last night, said: "The extra fraction of a penny will help us meet overheads."

The Times overseas selling prices: Australia \$1.20, Belgium 1.10, Canada 1.10, France 1.10, Germany 1.10, Greece 1.10, Hong Kong 1.10, India 1.10, Italy 1.10, Japan 1.10, New Zealand 1.10, Norway 1.10, Portugal 1.10, Spain 1.10, Sweden 1.10, Switzerland 1.10, Taiwan 1.10, Thailand 1.10, United Kingdom 1.10, USA 1.10, Yugoslavia 1.10.

## Champagne Charlie sent to jail

By Lucy Hodges, Education Correspondent

Leslie Cairns, a car dealer aged 38, was yesterday jailed for 18 months, nine months of which were suspended, for a series of fraud offences valued at £170,000 involving expensive cars.

Cairns became known as "Champagne Charlie" because he entertained bank managers, while in search of huge loans, with vintage champagne. His solicitor, James Neale, aged 39, a former England hockey international, was jailed for three years.

He pleaded guilty to fraudulently obtaining £204,000 which he gave to Cairns from his clients' accounts.

Judge John Hazan, QC, told him: "What you did in these offences was to disgrace your profession." The Law Society had to pay a total of £891,000 in compensation to his clients.

Neale, of Chitish Hill, Colchester, pleaded guilty to six charges of theft, deception and forgery.

He was said to have given the money to Cairns, who passed it to a property dealer. It was never recovered.

The court was told that a £800,000 civil action was being taken against Mr Michael Lucas, aged 37, of Loamy Hill Road, Tiptree, Essex, to reclaim the money.

Cairns, of Hague Street, Glossop, Derbyshire, admitted theft and deception concerning two Rolls-Royces, a Daimler and an Aston Martin.

## Threat to college exams

By Lucy Hodges, Education Correspondent

Thousands of college students, including those on the government's Youth Training Scheme, may finish their courses this summer without getting their qualifications because of industrial action announced by college lecturers.

The National Association of Teachers in Further and Higher Education says that examination marking and invigilation at further education colleges and polytechnics is threatened because of failure to reach a pay agreement.

Talks ended on Tuesday night with the local authority employers making no offer to the 76,000 lecturers. NATFHE immediately announced that it would work to rule if a ballot being undertaken of members supported it.

The action, which is expected to begin next week, involves lecturers in refusing to cover for absent colleagues, banning all work outside lectures.

Mr David Triesman, the national negotiating secretary, said: "If the dispute gets more bitter, there is a very significant risk that exams will be under threat."

The college lecturers have asked the employers for a pay rise which would restore pay levels to those of the Houghton award.

Salaries have fallen by 43.7 per cent since then.

## The typical alcoholic

He's your husband, friend or employee

Today's typical alcoholic is often like the young man above - married, in a good job with his whole life ahead of him. But...

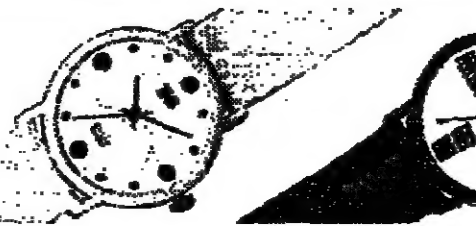
Sooner or later alcohol problems take over causing severe emotional, social and physical costs. We understand, and can offer immediate help and advice. Manor Clinics are private hospitals exclusively dedicated to successfully treating individuals with drink-related problems and other dependencies.

Because the alcoholic may not be able to reply to this advertisement, it is up to us, the family and friends, to act. We can help you, even if the alcoholic in your life has not yet asked for help.

Together we can put back a life worth living. Medical insurance may apply, subject to the terms of the policy.

For further information, day or night - 7 days a week, ring FREEPHONE 100 and ask for Manor Clinics.

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## Baroness demands details of Thyssen fortune in \$80m jewellery dispute

Baroness Denise von Thyssen, who is contesting a claim by her former husband, Baron Heinz von Thyssen, for the return of an engagement ring and family jewellery valued at \$80 million, has rejected his claim that his wealth was \$400 million.

She told the Court of Appeal in London yesterday that the baron's wealth was £1,200 million.

Mr Thomas Scott Baker, QC, appearing for the baroness in her move to force the baron to reveal his wealth, said that Baron von Thyssen, aged 63, had bought the ring as an investment. The baroness said the jewellery was worth a total of under \$25 million.

Last month, Mr Justice Eastman, who granted the baroness a decree nisi in November because of the baron's admitted adultery with a former Spanish beauty queen, Carmen Cervera, widow of the Tarzan actor Lex Barker, refused to order the baron to disclose further details of his wealth.

In seeking to overturn that ruling, Mr Scott Baker told Sir John Arnold, President of the Family Division, Lord Justice Griffiths and Sir David Cairns, that the information was crucial for the fair resolution of the parties' financial claims.

The financial dispute between the couple, in which the Brazilian-born baroness,

aged 44, seeks provision for herself and their son, Alexander, aged 10, with whom she lives in Zurich, is to be resolved at a five-week High Court hearing in London starting in June.

The baroness wanted the divorce heard in Switzerland, where it was expected she would get a bigger share of his fortune. But the Court of Appeal ruled against her.

Mr Scott Baker said that it was a very unusual case as they were both Swiss citizens. If they had remained married, she would have inherited from him under Swiss law, which because of the difference in their ages was a likelihood. She would have been entitled to a life interest in half his wealth or a quarter absolutely.

But because of the divorce she has lost that entitlement and had to be compensated. Baron von Thyssen put his income at £10 million a year, Mr Scott Baker told the court.

The baron is claiming the return of a Manhattan apartment valued at \$4.5 million, "objets d'art" and other silver valuables he claims the Baroness took from their home in Chester Square, Belgavia.

The baron, in the ancillary relief claim, seeks a return of diamonds, emeralds, rubies, sapphires and pearls. Eight pieces are valued at \$32,345,000.

Other jewellery bought, he claims for investment, is valued at \$45,109,000, but, he says, she can keep 124 pieces of jewellery valued at \$4.4 million.

Mr Scott Baker said: "It is all hers having been given to her." It was also the baroness's opinion that it was vastly overvalued, with the pieces she says are hers worth only \$180,000 and the rest \$25 million.

The baroness also claimed the investment list included the engagement ring he bought, which was worth \$300,000. The hearing continues.

## BBC chief says TV report was misleading

By David Hewson  
Arts Correspondent

The chairman of the BBC, Mr Stuart Young, apologized yesterday for an inaccurate television news report which claimed an independent accountants' study had cleared the corporation of overmanning and has backed its claim for a £65 licence fee.

Speaking on Radio 2's Jimmy Young Show, Mr Young said he wanted to correct the misleading impression given in the nine o'clock news report which "was not as accurate as it should have been".

The coverage of the study led to criticism of the corporation the following day.

Peat Marwick denies that its study examined the licence fee application or was sufficiently wide-reaching to clear the BBC of overmanning, although Mr Young said yesterday that staffing levels were within its remit.

Mr Young denied an accusation by a senior member of Peat Marwick, quoted in *The Times*, who said the BBC chairman had been guilty of selective reading by declaring that the report gave the BBC a "clean bill of health".

"I stand by every word I said about it (the report)", Mr Young said. "I did not read selectively."

BBC Television journalists responsible for the controversial news item were unwilling to discuss their chairman's criticism yesterday.

However, it is understood that the BBC did not rely on a television team to cover the press conference at which Mr Young and the Director General, Mr Alasdair Milne, hailed the Peat Marwick report as justifying the licence fee application.

Instead, the BBC used the Press Association's coverage, and now argues that its gloss on the report came from the association.



Anita Roddick yesterday (Photograph: Bill Warhurst).

## Rule-breaker rewarded

Mrs Anita Roddick, the founder and managing director of Body Shop International PLC, was yesterday voted Business Woman of the year for the success of the Body Shop chain, now making pre-tax profits of more than £1 million a year.

Accepting the award, sponsored by Veuve Clicquot Champagne, at the Institute of

Directors in London, Mrs Roddick, aged 42, attributed her success to "energy, curiosity and breaking the rules".

When she opened her first shop in Brighton 10 years ago with a bank loan of £4,000 she cut costs using urine sample bottles. The plastic bottles are now a trademark of the shop.

Diary, page 14

## Lloyd's underwriter 'made scapegoat for dubious practices'

By Colin Hughes

Mr Peter Coucher, a former Lloyd's underwriter who made a series of false insurance claims to pay for the running of his yacht, *L'Obsession*, claimed yesterday that he had been made a scapegoat for dubious business practices.

Speaking on the telephone from St Thomas, in the United States Virgin Islands, where he now works, Mr Coucher said: "I was singled out as the culprit for practices which everyone knew about, and I was paid off to resign from Lloyd's and leave quietly."

He said that he had been available in London until July last year to answer any investigation into the £11,000 in false claims, but had never been approached by Lloyd's. "There is no question whatever of my fleeing the country."

On Tuesday the Lloyd's council published its ruling into the affairs of Syndicate 689, the group formed by Mr Coucher to underwrite yacht insurance. Mr Coucher was employed by Belieu, Parry and Raven as agent to run a similar syndicate owned by them, Syndicate 691.

At the end of 1982 it was revealed that *L'Obsession* owned by Syndicate 689 and berthed at Lynton, Hampshire, was having its expenses paid by false insurance claims.

According to Mr Coucher, who is now working as a consultant to Insurance Unlimited (Caribbean), on St Thomas, the claims were used to pay £600 a year mooring fees for *L'Obsession*, which was used for business entertaining. From 1977 to 1982 a total of £6,500 in false claims was paid out to run the yacht.

The case is certain to bring increased political pressure on Sir Michael Havers, the Attorney-General, to explain why there have been no prosecutions for alleged fraud in this and a series of similar cases that have been disclosed

by Lloyd's investigations during the past two years.

Mr Coucher said yesterday: "The purpose of those claims was known openly. I do not regard them as in any way fraudulent."

"I was then offered by Belieu, Parry and Raven £25,000 in cash, free of tax, and £29,000 for my half share in my company, Coucher Underwriting Agency, to leave quietly. I decided that I didn't want to face the hassle, and agreed to resign from Lloyd's after 35 years as a member because I was fed up with the whole business, and felt I was being victimized because the club did not like me."

Mr Donald Mott, a director of Brewer and Raven underwriting agencies, agreed yesterday that Mr Coucher had been paid to buy out his syndicate. "There is no question, however, that we were buying him off. That is totally untrue."

Mr Mott added: "At that time the bye-laws contained in the Lloyd's Act, which introduced the disciplinary procedures for such situations, was not in force. They came in at the beginning of 1983."

According to Lloyd's it was felt by all the insurers involved that, by paying £7,000 to Brewer and Raven in early 1983 to clear the false claims, Mr Coucher had indeed acquired his responsibility.

## Lassa fever nurse 'better'

Lassa fever victim Miss Jill Sanderson, a nurse aged 27, is in the isolation unit at the Ham Green Hospital, Bristol, where her condition yesterday was "much improved".

She was flown home by the RAF on Friday night, from Sierra Leone, where she caught the disease while working with Voluntary Service Overseas.

## Food labels 'should say more'

By Thomson Prentice, Science Correspondent

New laws in which many foods will have to carry labels showing their fat content should provide more information for consumers, health educationists said yesterday.

The Government's proposals on food labelling, announced on Tuesday, have been welcomed generally, and will lead to legislation by this time next year.

The proposals follow the recommendations by the government-appointed Committee on Medical Aspects of Food Policy last year that the British diet contains too much

fat, particularly saturated fat. Health experts are concerned about the 180,000 premature deaths a year in Britain from coronary heart disease, the highest such death rate in the world.

The consumption of fat, particularly saturated fat from meat and dairy products, is a leading contributory cause of coronary heart disease.

The Government is considering full nutrition labelling to give energy, protein and carbohydrate content of foods, and to include sugar, dietary fibre and salt levels on the labels.

Mr John Brown, nutritionist at the Health Education Council, said yesterday: "We are very pleased that saturated fats will be specifically referred to on labels but we are concerned that other nutritional details may not be obligatory."

"We would like to see labels carrying details of sugar, starch and dietary fibre. The Government could usefully go a little further and we hope there will be all-round consultation with consumer groups and health advisers before legislation is drafted."

## 'Fatal delay' in addict's collapse

School children used the home of David Sydal David for glue-sniffing sessions. Carmarthen Crown Court heard yesterday.

Mr David, aged 52, a bachelor, gave them an aerosol spray, flat and drinks. And he played videos for them to watch while they hallucinated.

But when one collapsed dying from the effects of the spray he did not know what to do, the court was told. It was 20 minutes before he called a doctor, by which time the 15-year-old boy was dead.

His dangerous negligence amounted to manslaughter, Lawrence Griffiths for prosecution, claimed. Mr David, of Knox street, Port Talbot, South Wales, denies manslaughter.

Mr Griffiths said that Mr David allowed several 14 and 15-year-old young people to come to his home.

"The boy who died and his friend were frequent visitors to his home Mr Griffiths said."

The prosecution claimed that David must have known the damage he was doing by providing the spray. On the Saturday morning the boy died he sniffed the spray from the tin and then fell on his knees by a fireplace shouting "run, run."

Mr Griffiths maintained gross negligence on Mr David's part on two accounts - that he provided the substance and that he took too long to call a doctor. The case continues.

## Down's baby family 'spun a web of deception'

By Michael Horsnell

A web of lies and deception about the disappearance of Louise Brown, a two-week-old Down's syndrome baby, was spun by her family, a jury at the Central Criminal Court was told yesterday.

Mr Roy Amlot was making his closing speech for the prosecution after all four defendants in the case chose not to go into the witness box to give evidence.

He said that despite persistent questioning by police none of the four had broken down. "But by the same token what the police were treated to, and you may think without doubt, is a number of lies and falsehoods about significant aspects of this case."

The prosecution alleges that Louise's father, Paul Brown, aged 30, a roofer of Tierney Road, Streatham, south west London, murdered her on the

night of May 26 last year after consuming a large amount of alcohol.

With Louise's mother Susan Pullen, aged 30, his brother, Ian Brown, aged 33, and Ian's wife, Mrs Brenda Brown, aged 32, Mr Brown is also accused of conspiring to pervert the course of justice by making false statements designed to conceal the baby's death.

Ian Brown is also charged with assisting his brother by concealing the body, which has never been found. All charges are denied.

Mr John Mathew, QC, defending Mr Paul Brown, said the prosecution had not proved the murder charge and could not prove that if Louise had died from an unlawful assault that it was Mr Brown or Miss Pullen who had carried it out. The trial continues today.

## Cell rape case 'distrust'

Mrs Violet Berkeley, mother of a woman who has claimed she was raped twice in a police station cell, told the Manchester Magistrates Court yesterday of her distrust for the police.

Mrs Berkeley described how she hid a tape recorder in the living room of her home when three officers arrived to take a statement from her daughter, Jacqueline.

Mrs Berkeley also said she was not asked by police to hand over clothing her daughter was

wearing after her arrest during a street fight and which had allegedly been stripped from her later.

Jacqueline Berkeley, aged 21, of Haydn Avenue, Moss Side, Manchester, has claimed that after her arrest she was raped by two policemen while being held down by two policewomen.

Miss Berkeley has denied charges of wasting police time, assaulting officers and damaging police property.

The hearing continues today.

## Computer fraud costing companies '£2m a day'

By Bill Johnstone, Technology Correspondent

Computer fraud could be costing companies and financial institutions £2 million a day, principally because of ignorance about the underbelly and security risks of electronic technology.

Mr Christopher Johnson, marketing director of Stewart Wrightson, the international insurance brokers, says that "four British banks have budgeted £85 million against computer frauds this calendar year."

Mr Johnson says no one in banking or finance wants to admit to being a victim of computer fraud for fear of embarrassment.

Employees are the weakest point in any computer security

system, although that is changing because of the distribution of computer power and the ease with which some systems can be breached from outside.

There is a need to have greater understanding of the technology, what it can do and the problems it can bring with it. The problems need to be scientifically identified, measured and tested", Mr Johnson said.

Very few employees who defrauded a company usually by transferring money electronically to their bank accounts, are prosecuted for fear of publicity. That is justified on the grounds that such exposure would encourage "copy-cat" frauds, he said.

## Ronay's local wins his pub of the year award

By Robin Young

Mr Egon Ronay, the gourmet guide publisher, yesterday announced that his local is the best public house in the land.

His Pub of the Year award went to the Royal Oak at Yattendon in Berkshire, where he picks up his newspapers when he is at his country home just a mile and a quarter away.

"I want to emphasize that the choice was not mine alone but by unanimous vote of all my inspectors", Mr Ronay said yesterday when the award was presented to the licensee, Kate and Richard Smith, at the launch in London of Egon Ronay's 1985 *Gourmet Pub Guide to Food and Accommodation*. (Mitchell Beazley, £3.95).

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# Times Diary item sent to privileges committee

## PRIVILEGE

By 268 votes to 109, a majority of 159, the Commons decided to refer to its Committee of Privileges a report in *The Times* Diary of March 6. This concerns a draft report from the Home Affairs Select Committee about the police Select Committee.

Sir Edward Gardner (Fylde, C) moved the motion calling attention to the report in *The Times* Diary of March 6 concerning his draft report as chairman of the Home Affairs Committee on the Special Branches of the police. The motion proposed that the matter of the complaint be referred to the Committee of Privileges.

He said that on Wednesday, February 20, copies of the draft report were issued to the 11 members of the committee and to no-one else. The draft report on this highly sensitive and difficult subject had yet to be considered by the committee.

On Wednesday March 6 a summary of the draft report appeared under the heading "Special clearance" in *The Times* Diary. I need hardly satisfy the House (he said) that this article is a disclosure of the draft report because the article itself admits that the report has been "leaked to the Diary". I submit that this disclosure is a clear and serious breach of the rules governing select committees.

The article appears to have been intended to embarrass and to influence the committee in its consideration of the draft report. Some might say it was an attempt to set the cat among the pigeons.

I am not suggesting for one moment that members of the select committee individually or collectively are not strong enough to resist tactics of this kind. But the fact remains that what has been put at risk is something very important, and that is the trust that ought to exist between members on a committee of this kind.

Mr Dennis Skinner (Bolsover, Lab) It happens all the time.

Mr Gardner: The article flouts contemptuously the rules of the House regarding the publication of draft reports by a select committee.

Mr Brian Sedgmore (Hackney South and Shoreditch, Lab), opposing the motion, said government by law was not open government and that applied whether they were dealing with despicable conduct of Clive Ponting or the school leaver who had apparently released this document to *The Times* Diary.

This was a totally different question to saying the House should be using its powers of privilege in this particular matter.

Select committees (he said) have got themselves into a terrible mess over the issue of privilege, and it is fair to say double standards, duplicity and hypocrisy are being used.

It was implicit in the very form of a privilege motion of the Committee of Members' interests last year was dealing with complaints about the Omani issue there were reports from Mr Gordon Greig of the *Daily Mail* and Mr Anthony Bevis of *The Times* which were direct reports of the committee's proceedings.

He (Mr Sedgmore) wrote to the clerk and saw him. The clerk presented his letters to the committee which in its wisdom decided to take no action. There appeared to be one standard for that committee and another for the home affairs select committee.

Mr Dale Campbell-Savours (Workington, Lab) had been under extreme pressure not to talk to anyone and yet they had two distinguished journalists who were reporting on the proceedings of the committee and no action was taken against them.

They also had the curious situation where the chairman of that committee went on the radio and talked about what the committee was doing at that particular time.

The Speaker had ruled that was not a *prima facie* breach of privilege.

The whole basis of confidentiality of committees has broken down (he went on) and it is not going to be recovered by attacking journalists on *The Times* Diary or asking them questions about this particular leak. We are not going to get anywhere with that.

He (Mr Sedgmore) was on the Treasury select committee which leaked so much it could actually be a government department charged with safe keeping of top secret documents. Only a few weeks ago Mr Anthony Bevis had a story about exchange controls on a report which had not come out. Subsequently it appeared in *The Financial Times*.

Maybe (he said) we could solve four-fifths of these problems by imprisoning Mr Anthony Bevis (Laughter). If this man got all these leaks of committee reports what were all the other journalists doing? They could not let it do it well! It seems to me we are getting into appalling difficulties.

We know no members of this particular committee have admitted to leaking this particular document. Therefore we are chasing journalists. We are chasing the freedom of the press. We are chasing people with rights and responsibilities and obligations to their public. It cannot be their obligation to keep silent when they get hold of information.

Mr Jeffrey Booker (Birmingham, Perry Barr, Lab) said that under the old procedure, the privileges committee had used a blunderbuss by seeking to ban two journalists. It was the journalists the House would be after in this case, no one else (Conservative protest).

The committee was not going to say who had given him or her the report. The only sanction which could be taken other than putting the journalist in the Tower or calling him before the bar, was to seek to ban him or her from the House.

We would be made a laughing stock if we attempted that (he said). There is no justification for proceeding on this kind of motion anyway. If the journalist got the report in draft form he or she should not have done, and he accepted that. There had been a breach of trust but you will not solve that by hounding journalists. You cannot legislate to create trust between members of select committees.

Mr Robin Maxwell-Hyslop (Tiverton, C) said that parliamentary privilege existed as it had not in the past for only one purpose - to enable Parliament to do the job for which it had been elected.

That must be the test of application of such sanctions. The question to be decided was whether the breach impaired the functioning of Parliament.

Unless the House ordered that the chairman's draft be written only by the chairman - which any select committee member knew was impracticable - the professional services of the House were put in an impossible position by hounding journalists. You cannot legislate to create trust between members of select committees.

Mr Michael Foot (Blaenau Gwent, Lab) said procedures had been overhauled. One purpose was to cut the number of privilege cases. However, the position of the Chamber had always been protected in the new procedure.

He had not been an enthusiast for select committees but was not in favour of them having their documents leaked. The multiplication of select committees increased problems about publication, because of an increase in the number of occasions when there was a slip between cup and lip, or between the time the committee began sitting and publication of the report.

I do not believe you will stop leakages by this kind of procedure (he said). All you do is multiply the number of applications and references.

If one got leakages from Cabinet - and there were almost every week - there would be leakages from select committees. They could not say that they expected a much higher standard from select committees.

My prophecy (he said) is that the editor of *The Times* (he said) will say to the committee "I cannot say what your document has done". Journalists are protected in these things.

Journalists are under oath, if you like to preserve sources. If lobby correspondents were to feel free to break their obligations to MPs, chaos would reign.

The old procedure would have been to send the journalist to the Tower but that had not worked and they had had to give it up. The House had not done it with grace and should learn from that experience and give it up now.

That does not mean that I am in favour of people leaking from select committees or Cabinet, or even of Speakers leaking from conversations they have. (Laughter) These are matters of honour. That is the way you have to approach it in this House.

If you destroy the relationship between MPs and journalists and say there is to be no honour between them, you will destroy the relationship between this House of Commons and the press. I urge the House not to embark on that course.

Mr Ivor Stanbrook (Orpington, C) said the matter should not be passed over lightly. There must be a sanction consisting of reporting the matter to the Committee of Privileges, which was all that this motion asked for.

It did not suggest that the victims of any investigation should necessarily be the press. An investigation was necessary because members of this select committee knew that only 11 members had copies of this report and therefore one of them was responsible for handing it to *The Times*.

To try at this stage to gain say that was to bring into the arena the honesty and honour of the professional staff of the House. It would not be right to leave the matter there.

Mr Dale Campbell-Savours (Workington, Lab) said a journalist was not required to understand fully the proceedings, the procedures, of the House. If the House were to pursue this in the way suggested and penalized *The Times*, it meant that any journalist writing anything in relation to comments or statements emanating from the House would have technically to check in advance and be assured that what he was publishing was not matter that was privileged and which he could not publish. That was wrong and placed an unnecessary responsibility on every journalist.

This motion should go for an MP. He or she had made a statement to a journalist. The motion did not do that. If it was not withdrawn, the House would vote against it.

Sir Ian Gilmour (Chesham and Amersham, C) said that whenever the House got on its high horse on a matter of privilege, it made a fool of itself. Whoever leaked this report was in error, dishonourable and guilty of a breach of trust.

It was equally true that the journalist who printed it was not guilty of any of those things. He was performing his duty as a journalist and entirely within his rights. It would be wrong for the House to give any impression that it was critical of a person doing his duty. This was a relatively unimportant matter which should not go to the Committee of Privileges.

Mr Alan Beith (Berwick-upon-Tweed, L) said. Those who had pleaded for journalists had those who had fled British shores in order not to come up against Britain's criminal courts to influence the results of elections.

It seemed odd that those people who would not pay taxes in this country could be responsible for electing a government which passed Finance Acts and that those people who had fled to avoid coming before criminal courts in this country could be responsible for electing a government which might be dealing with criminal justice legislation.

It was wrong to make money the determining factor in whether a candidate could stand at an election.

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It was equally true that the journalist who printed it was not guilty of any of those things. He was performing his duty as a journalist and entirely within his rights. It would be wrong for the House to give any impression that it was critical of a person doing his duty. This was a relatively unimportant matter which should not go to the Committee of Privileges.

Mr Alan Beith (Berwick-upon-Tweed, L) said. Those who had pleaded for journalists had those who had fled British shores in order not to come up against Britain's criminal courts to influence the results of elections.

It seemed odd that those people who would not pay taxes in this country could be responsible for electing a government which passed Finance Acts and that those people who had fled to avoid coming before criminal courts in this country could be responsible for electing a government which might be dealing with criminal justice legislation.

It was wrong to make money the determining factor in whether a candidate could stand at an election.

(he said). All you do is multiply the number of applications and references.

If one got leakages from Cabinet - and there were almost every week - there would be leakages from select committees. They could not say that they expected a much higher standard from select committees.

My prophecy (he said) is that the editor of *The Times* (he said) will say to the committee "I cannot say what your document has done". Journalists are protected in these things.

Journalists are under oath, if you like to preserve sources. If lobby correspondents were to feel free to break their obligations to MPs, chaos would reign.

The old procedure would have been to send the journalist to the Tower but that had not worked and they had had to give it up. The House had not done it with grace and should learn from that experience and give it up now.

That does not mean that I am in favour of people leaking from select committees or Cabinet, or even of Speakers leaking from conversations they have. (Laughter) These are matters of honour. That is the way you have to approach it in this House.

If you destroy the relationship between MPs and journalists and say there is to be no honour between them, you will destroy the relationship between this House of Commons and the press. I urge the House not to embark on that course.

Mr Ivor Stanbrook (Orpington, C) said the matter should not be passed over lightly. There must be a sanction consisting of reporting the matter to the Committee of Privileges, which was all that this motion asked for.

It did not suggest that the victims of any investigation should necessarily be the press. An investigation was necessary because members of this select committee knew that only 11 members had copies of this report and therefore one of them was responsible for handing it to *The Times*.

To try at this stage to gain say that was to bring into the arena the honesty and honour of the professional staff of the House. It would not be right to leave the matter there.

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The colour chosen for British Telecom's new design telephone boxes to replace the old pillar-box red boxes was criticized in the House of Lords where it was described as spreading a yellow rash across the countryside and as being a sickly yellow.

Lord Cawley of Lough (C) had asked whether the Government intended to make representation to British Telecom in favour of the installation of their new equipment and toughened glass in existing red telephone boxes rather than the American design yellow boxes.

Lord Brabazon of Tara, the Government spokesman replied. The Government does not intend to make representations to British Telecom about the design of the boxes. It would not be appropriate for the Government to intervene in a matter entirely for the judgement of the company.

Lord Cawley of Lough: Will local planning committees be consulted before the red telephone boxes are demolished wholesale? Is there any chance that at least some will be listed, as are some pillar boxes?

Lord Brabazon of Tara: British Telecom will have detailed consultations with a wide range of interested bodies including those for the disabled, local authorities, environmentalists, planning associations and representatives of business. Any representations as to listing should be made directly to the company.

Lord Bruce of Donington (Lab): What endeavours were made to ascertain the public reaction to the proposed new colour and design? In spite of the fact the Government is a majority shareholder in this company, will it dissociate itself from the spread of this yellow rash over the countryside?

Lord Brabazon of Tara: BT carried out a number of surveys and consulted widely before introducing their new proposals. The Government does not hold a majority shareholding in the company; it is a minor shareholder with 48.5 per cent.

Lord Mackie of Benshie (Lk): The colour red on the map used to represent the British Empire. Lord Brabazon of Tara: I am too young to remember it directly.

Lord Bruce of Donington: What was an objectionable about pillar-box red? This House favours red although of a deeper hue. Would he cover this House in a sickly yellow? Lord Brabazon of Tara: No I would not, but we do not have proposals to sell this House.

Lord Boyd-Carpenter (C): Could not this so-called yellow rash be seen by a less jaundiced eye to be a golden glow? Lord Brabazon of Tara: I would agree.

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## Telecom's yellow rash or golden glow

### HOUSE OF LORDS

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## Change in market conditions behind decision to end BNOC

### NORTH SEA OIL

The British National Oil Corporation is to be abolished, although some of its functions are to be transferred to a smaller successor body. Mr. Alec Buchanan-Smith, Minister of State for Energy, announced in a Commons statement.

A small Government Oil and Pipelines Agency is to take over custody of the participation agreements, disposal of oil received as royalty in kind, and management of the Government pipeline system, he said. A Bill making these changes would be introduced in this session of Parliament.

Mr Edward Rowlands, an Opposition spokesman on energy, said the announcement was as disgraceful as it was incredible. It was only on November 13 that Mr Buchanan-Smith had spoken in the House about the important, vital and crucial role that BNOC could and was playing in securing and controlling the nation's oil. This was the final act of vandalism.

He said the Labour Party would fight the legislation tooth and nail and commit itself to re-establishing BNOC.

Mr Buchanan-Smith said: In the summer of last year the Government reviewed the institutional arrangements and operations of BNOC. It then concluded that the balance of advantage lay in retaining the corporation in its present form, given the contribution it was able to make to deriving full benefit from our oil resources.

Since then the environment in which BNOC has to operate has undergone important changes. These have been the result of purchasing and selling oil under term contracts at prices fixed for a period of months ahead. Its purchases under participation contracts have been in this form which, as I explained to the Select Committee on Energy, has enabled BNOC to make a contribution to stability of markets in the short term.

There has however now been a major change in the structure of the oil market away from term contracts and towards spot and similar short-term transactions.

In these circumstances BNOC could avoid the risk of losses only by linking its prices for participation oil closely and continuously to movements in the spot market. Such a system would mean that BNOC could no longer contribute to stability in the market. The Government has concluded that this shifts the balance of advantage decisively against the retention of BNOC in its present form. I see no advantage in retaining a public sector body to operate on that basis.

The change in market structure I have described has led me to the conclusion that BNOC should no longer purchase oil by exercising its options under participation agreements. Dealing in participation oil has been the dominant part of BNOC's activities.

The Government considers it essential to retain powers that would enhance security of supply if the oil and gas industry were to be a protective mechanism and a stabilizing influence recognize the situation has changed dramatically in the last few months.

Mr Buchanan-Smith agreed and said BNOC had helped in the short-term but the Government was retaining participation agreements and royalties. The latter







# Rabin resists Knesset pressure for immediate withdrawal from Lebanon

From Christopher Walker, Jerusalem

In an atmosphere of crisis caused by the worsening violence in Lebanon, Mr Yitzhak Rabin, the Israeli Defence Minister, yesterday defeated a number of calls from left-wing parties in the Knesset for the immediate withdrawal of Israeli troops to the border.

During the often heated debate, which came in a week in which 14 Israeli soldiers have already been killed and a further 21 wounded, Mr Rabin responded to the national mood by pledging that the second stage of the three-part pullout would be completed "in the shortest possible time".

The debate was preceded by a number of judicious leaks to the Israeli news media from the defence establishment, suggesting that stage three could in fact be completed much more quickly than the unofficial deadline of September now set.

Among those calling for an immediate withdrawal was Mr Eliezer Granot, leader of the opposition Madan party, who demanded an end to the "unnecessary shedding of Israeli blood" and argued forcefully that a complete pullout could be staged in a matter of weeks.

Mr Granot, whose party broke away from its alignment with Labour before the founding of the National Unity Government, accused the Cabinet of agreeing to a staged pullout only to appease the right-wing Likud bloc which began the war. His speech was met with repeated interruptions from hostile right-wingers.

The Madan leader called for a full public inquiry into the war, which he described as Israel's "war of choice". The question he stated was not whether terrorism was a fact of life in Lebanon, but why this terrorism had become of concern to every family in Israel.

In what was seen as a further display of Israeli determination to hit back hard inside Leba-

non, the debate coincided with a new Israeli air raid in which it was claimed a base belonging to Saïqa, the Palestinian group closest to the Syrians, was hit.

An Israeli communiqué said a two-storey building close to the Beirut-Damascus highway in the Bekaa valley had been hit and that all planes had returned safely. Military sources have hinted that an increase in air attacks can be expected once Israeli forces are back behind the border.

In addition to the parliamentary clamour for a quick pullout, the Peace Now movement has announced plans for a mass demonstration in Tel Aviv on Saturday to demand an immediate withdrawal and an end to the Army's controversial "iron fist" policy against Shia Muslim villages.

Already vigils have been mounted by Israeli protest groups outside the Defence

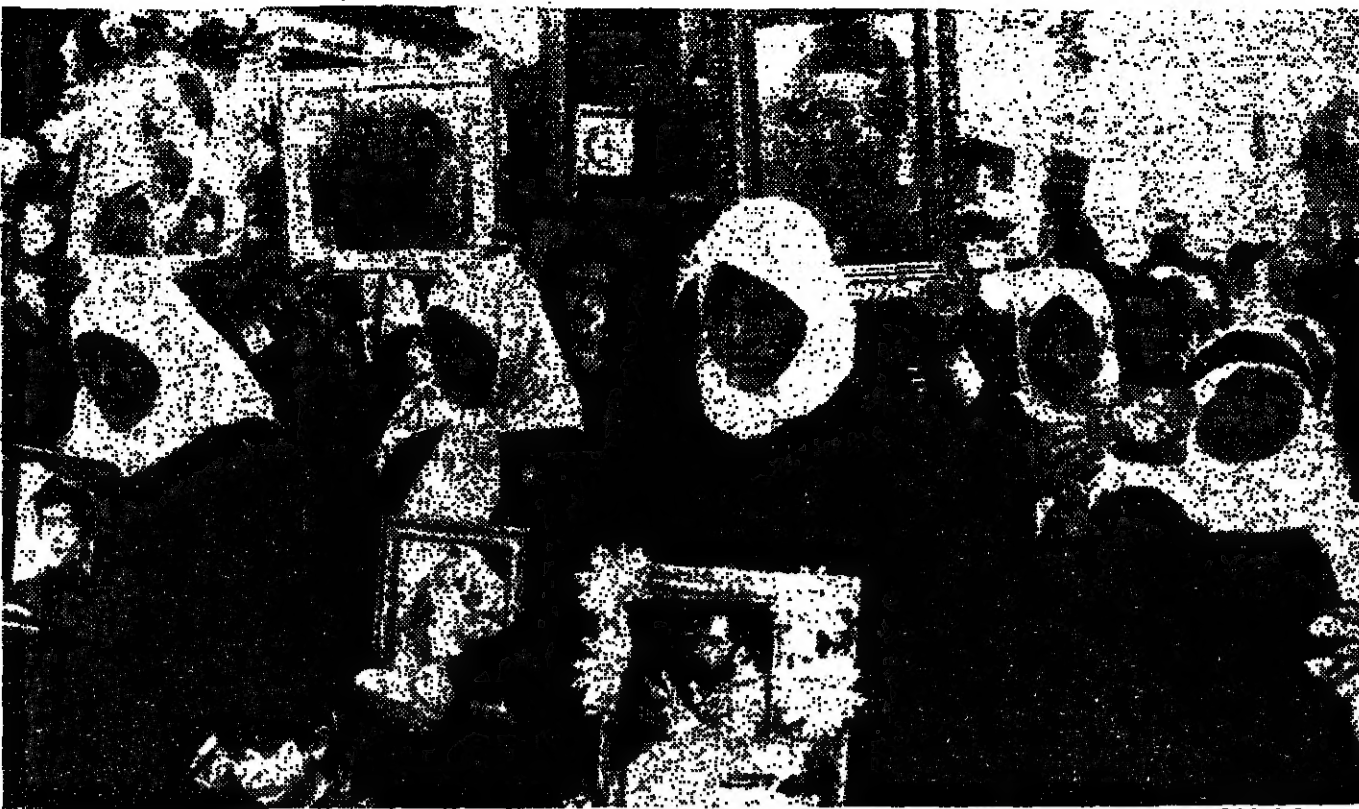
Ministry in Tel Aviv and the Prime Minister's residence in Jerusalem, backing the demand for a rapid retreat. The deep split inside the Jewish state over the desired speed of withdrawal mirrors that which has dominated the internal argument over the war almost since its inception in June, 1982.

Mr Shimon Perez, the Prime Minister, has been attempting to damp down the crisis atmosphere, arguing about the dangers of displaying disunity, but his efforts have met little success. To an extent not witnessed since the invasion, the Israeli public appears to have become obsessed with the dangers facing its soldiers in Lebanon. The Jewish death toll there has now reached 637.

This obsession has been reflected in the local media whose columns and programmes are filled with little else but endless discussion about Lebanon, and particularly the new dangers posed by the hostility from the extremist Shia Muslim community in the south. Most Israeli experts predict that their attacks will inevitably spill over the border once the final retreat has taken place.

Worried leaders of vulnerable northern Israeli towns and settlements have been invited to attend next Sunday's Cabinet session to air their concerns. These include calls for Government funding for new air raid shelters, extra telephones and added medical facilities before the predicted resumption of cross-border attacks later in the year.

● Tel Aviv (AFP) - The Israeli state-owned telephone company cut off the home and office lines of its managing director, chief manager and department heads because they were overdue in paying their bills due to a mistake, the *Jerusalem Post* reported.



Images of death: Shia Muslim women in a funeral march through south Beirut carry pictures of relatives killed in an Israeli raid on the Lebanese village of Zrariye two days ago.

## Christian militia leader rebels against Gemayel

From Our Correspondent, Beirut

A pro-Israeli commander of the rightist Christian "Lebanese forces" militia rebelled yesterday over the pro-Syrian policies of President Amin Gemayel and took control of a number of Christian communities north of the capital.

In what his supporters called "a revolution without blood," Commander Samir Geagea and hundreds of allied militiamen closed off Christian areas along the coast north of Beirut and demanded that their views be given more consideration by the Government.

The challenge could not have come at a worse time for Mr Gemayel, a Maronite Catholic who has more and more aligned himself with Syria in an effort to end nearly 10 years of civil war in Lebanon.

Early yesterday afternoon Israeli jets staged their fourth air raid this year in eastern

Lebanon's Syrian-controlled Bekaa Valley. The Israeli military command in Tel Aviv said the target was a camp of the Syrian-backed Saïqa Palestinian faction near Bar Elias. The Christian "Voice of Lebanon" radio station said one guerrilla was killed and at least one other wounded.

Mr Geagea, aged 32, himself a Maronite Catholic from the northern town of Becharre, had been dismissed on Monday from the politburo of the Christian "Phalange party", which had been founded by Mr Gemayel's late father, Pierre. A key factor in the rift was Mr Geagea's refusal to close down the militia-run checkpoint near the town of Barbara, north of Beirut. This was demanded by Syrian backed Druse and Muslim factions as a precondition for reopening Lebanese highways under militia control.

## The early-morning knock at the door

## Shin Bet round-up fails to cow Tyre

From Robert Fisk, Tyre, southern Lebanon

They came for Khalil Bahaoun in the early hours of yesterday morning, three Israeli plainclothes men in a civilian car and told him to pack his things and climb into their vehicle. He was driven off into the darkness.

Khalil Bahaoun is an unassuming man who runs a private telephone exchange in a grubby suburb of Tyre. He spends his days calling Beirut for villagers who want news of their relatives in the capital.

The longest call he made in the past 36 hours was to connect me to the editor of *The Times* in London. His wife said the Shin Bet intelligence men asked if anyone had been staying with the family. Then they left with Khalil.

The arrests are going on day and night in Tyre. On Tuesday two Shin Bet cars - a Mercedes and a BMW without registration plates, both vehicles well known to the locals - arrived near the Elissa Beach Hotel to collect two civilians. Then on Tuesday afternoon two Israeli army armoured troop carriers drove at speed down the Baal road and pulled up outside an ironmonger's shop. The owner, Yusuf Nader, was brought out in shirt-sleeves.

We watched him, a middle-aged, greying man with spectacles, as he was ordered to climb on to the troop carrier, where he sat down, inconspicuously on an upturned armoured door. He was driven past us through Tyre like that, clinging to the metal lid as if he was on a carnival float, surrounded by heavily armed troops as the vehicle lunged over the broken roads.

He, too, was taken to the Shin Bet intelligence headquarters, as he must have guessed he would be. Almost everyone arrested in Tyre is taken down to see Shin Bet.

But, despite the hundreds of arrests in Tyre and across southern Lebanon every week, the Israelis seem hardly to have denied the guerrilla resistance.

For much of the early hours of yesterday morning, we could hear the explosions: round Israeli bases in Tyre.

The guerrillas have developed their own early-warning system. They used to use motorcycle riders who could travel the hill tracks closed to Israeli vehicles, until the Israeli banned all motorcycles from the streets.

Now the guerrillas use radios, broadcasting in short transmissions so the Israelis cannot pick up their location. Women are used to carry messages - the Israelis take few women for interrogation.

In the mosques of the villages, the minaret loudspeakers scream *Allahu Akbar* when an Israeli column is sighted, which is why the Israelis usually destroy the loudspeakers at the mosques when they enter the villages.

The Israeli intelligence network is being broken up. Collaborators are still being shot, informers are leaving Tyre and the surrounding villages. The Ansar prison camp is full - it contains 1,800 prisoners.

The Israelis have increased their foot patrols and decreased their armoured columns to reduce the targets available to the guerrillas. Until they received their new supply of mortars, presumably from Syria, the guerrillas had been using rocket-propelled grenades to attack the bases.

The number of roadside bombs has decreased. When the guerrillas do attack convoys in this way, they detonate their explosives while hiding up trees, aware that Israeli return fire will be sprayed at ground level immediately afterwards.

The suicide bomber has now come into his own. The Israelis cannot hit back at a man who is dead, and the only response appears to be the slaughter that was visited by the Israelis upon the village of Zrariye on Monday. As usual, the guerrillas have vowed revenge for this - and the war goes on.

## Grand jury ordeal for subway vigilante

From Trevor Fishlock, New York

Mr Bernhard Goetz, who shot four youths on a New York subway train and became a celebrity, is to go before a second grand jury to decide whether he should be charged with attempted murder.

In January a grand jury charged him with illegal possession of a gun, but rejected an indictment of attempted murder. The authorities have now produced new evidence from a witness and a judge has agreed to the unusual step of a second grand jury hearing.

Mr Goetz, aged 37, shot and wounded the youths, claiming they made a threatening approach on an underground train and asked for \$5. Since then he has been out of the headlines and a furious controversy has erupted as many people have hailed him as a hero. Others have cast doubt on his story.

Mr Goetz has helped to promote his own notoriety by presenting himself as a crusader against crime. He has urged in newspaper interviews that gun laws should be relaxed. He has suggested that armed volunteers should be trained to be quick on the draw. He has made a show of support for a man charged with killing a subway assailant.

Mr Goetz, whose action is celebrated on T-shirt slogans, lapel badges and caps, says he acted in self-defence. The grand jury's finding that there was no ground to charge him with attempted murder was applauded by many New Yorkers fed up with subway crime.

His popularity slipped with revelations that he shot two of the boys in the back and that, by his own account, he approached one of the youths who was slumped in a seat and shot him again, saying "You don't look too bad, here's another." The second bullet apparently severed the youth's spinal cord.

Mr Goetz's case is that he hit back in the heat of the moment when threatened. But a new witness says that his face was "perfectly calm".

Mr Robert Morgenthau, the Manhattan District Attorney, said that after the grand jury for attempted murder in January, he had sought the new evidence necessary to have the case resubmitted.

A trial would become a clash between those who believe Mr Goetz struck a blow for people oppressed by crime in a violent society, and those who think his ambiguous actions should come under the scrutiny of the courts.

## Kaunda loses his first Bill in Parliament

Lusaka (AP) - For the first time in memory, the Parliament in one-party Zambia defeated a government Bill granting a 30,000-acre farm to two foreigners. Normally government legislation goes through "on the nod".

President Kaunda endorsed the Bill to give the farm to a Briton, Mr A. G. Williams, and a Kenyan, Mr Francis Mbulu. They planned to invest millions of dollars in the crop farm.

However, backbenchers defeated the Bill by 55-42. They said they suspected the two men might be planning to exploit minerals thought to be on the land and fly them illegally out of the country.

## Slow Death

Huntsville, Texas (AFP) - Prison doctors carried out the execution of convicted killer Stephen Peter Morin, aged 37, by lethal injection, but only after several attempts which lasted 40 minutes.

## Mubarak lobbying support

By Henry Stanhope, Diplomatic Correspondent

President Mubarak of Egypt will call on Mrs Margaret Thatcher in Downing Street today, hoping to find a more sympathetic ear for his Middle East peace initiative than he found in Washington.

His attempt to restart the Arab-Israeli peace process suffered a setback when the White House showed little inclination to become more actively involved.

But it is unlikely Europe would be taken seriously as a stand-in for the United States.

Mrs Thatcher, however, will also want to hear Mr Mubarak's views on the recent talks between King Husain of Jordan and Mr Yasser Arafat of the Palestine Liberation Organization, and on ways to expedite the withdrawal of Israeli troops from Lebanon.

Leading article, page 5

## Would-be allies battle in Madras

## Tamil rift ends in shootout

From Michael Hamlyn, Madras

A quarrel between the two leading organizations of Sri Lankan Tamil extremists has led to gunplay in the southern Indian city of Madras, and a display of sophisticated weaponry that can only be embarrassing to the Indian authorities.

The Indian Government has long denied the presence of armed terrorists on its soil, despite constant accusations by the Sri Lankan Government, but weapons in public use last week included a 9mm automatic pistol and an AK-47 rifle.

The quarrel between the two extremist bodies - the Liberation Tigers of Tamil Eelam (LTTE), and the People's Liberation Organization for Tamil Eelam (PLOTE) - is of long standing, but came to a head last week, when members of the LTTE apparently made an attempt on the leader of PLOTE, Mr Uma Maheswaram, and the next day tried to kidnap the PLOTE military commander, Mr T. Jothaswaram, also known as "Kannan".

According to a PLOTE official, on the first occasion a man with a walkie-talkie radio was spotted at a meeting to be addressed by Mr Maheswaram, and when he was detained by PLOTE security men he was also found to be in possession of the 9mm pistol.

The next day when "Kannan" arrived at a Tamil information centre to participate in unity talks among the various Sri Lankan separatist organizations, a number of LTTE men arrived in a van and leapt out, firing AK-47 shots into the air. According to PLOTE, they then attempted to kidnap "Kannan" but were prevented from getting him by the speedy action of a young guard, known as "Ravi".

Both "Ravi" and "Kannan" were wounded in the firing that followed - though in the LTTE's version of the story this was accidental, the attackers intending to fire into the ground. The Indian police intervened and two members of the LTTE were arrested, including one "Shankar", who is its second in command.

The incidents cannot be particularly helpful to the unity talks which all sides now say are in a reasonably advanced state. The six best known extremist organizations, together with the Tamil political party, the Tamil United Liberation Front, have more or less agreed to the establishment of some form of coordination committee, to ensure a common approach and programme.

The eventual aim is for the establishment of a joint military command, so that the present

fragmentary hit-and-run attacks on the Sri Lankan security forces can be coordinated into something more nearly approaching a mass uprising.

However, the fact that Mr Maheswaram of PLOTE, and the leader of the LTTE, Mr Velupillai Prabhakaran, were former colleagues who split the original "Tigers" organization because they were unable to agree a common approach to tactics, bodes ill for the new togetherness. In northern Sri Lanka the two forces have sometimes fought each other as bitterly as they have fought the Sinhalese armed forces, and an overspill of this quarrelling led to the incidents in Madras.

At present the Prabhakaran group is staying away from the unity talks, despite our having sent invitations from all other groups involved. A PLOTE spokesman said, "However, we very much want them to join us still."

The official spokesman of the LTTE also expressed an interest in a continuing dialogue. "There will be a united front," he said.

Both spokesmen, Mr Raja Nithayan for PLOTE, and Mr A. S. Balasingham for the LTTE, now travel accompanied by well built young men who do not offer much by the way of conversation.

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# FROM TAN SWEE TEN TO THE RT. HON. NICHOLAS RIDLEY M.P.

## A MESSAGE FROM THE HEART.

The girl in the picture is Tan Swee Ten.

She's not a model. She's a real live Singapore Girl. As a matter of policy, Singapore Airlines use only authentic employees in their advertising.

We say this at the start, because it reveals a business approach, an integrity, which is the cornerstone of Singapore Airlines' case for Manchester services.

### The story so far.

The existing Air Services Agreement between the United Kingdom and Singapore does not lay down the number of services to be operated.

It leaves the airlines themselves to decide how many services to provide, in the light of their own commercial judgement. But the British Government has imposed restrictions on us. We are only allowed to operate one service a day into Heathrow.

In February 1983 and again in September 1984, Singapore Airlines applied to start a new route to Manchester. The Department of Transport agreed to this, but only on condition that SIA's services to Heathrow were reduced.

The British Government knows, just as other airlines know, that anything less than a daily service on this increasingly popular route will not make commercial sense. So the Government's response is tantamount to a 'No' to Manchester.

### Why has the Government said 'No'?

1. Does it think there is insufficient traffic to justify extra services?

Since 1976, when daily frequencies with B747s began, passenger traffic has grown from 173,000 to over 300,000 - up 73%. In the same period cargo has grown 145%. Yet, there has been no increase in either BA's or SIA's services during this period.

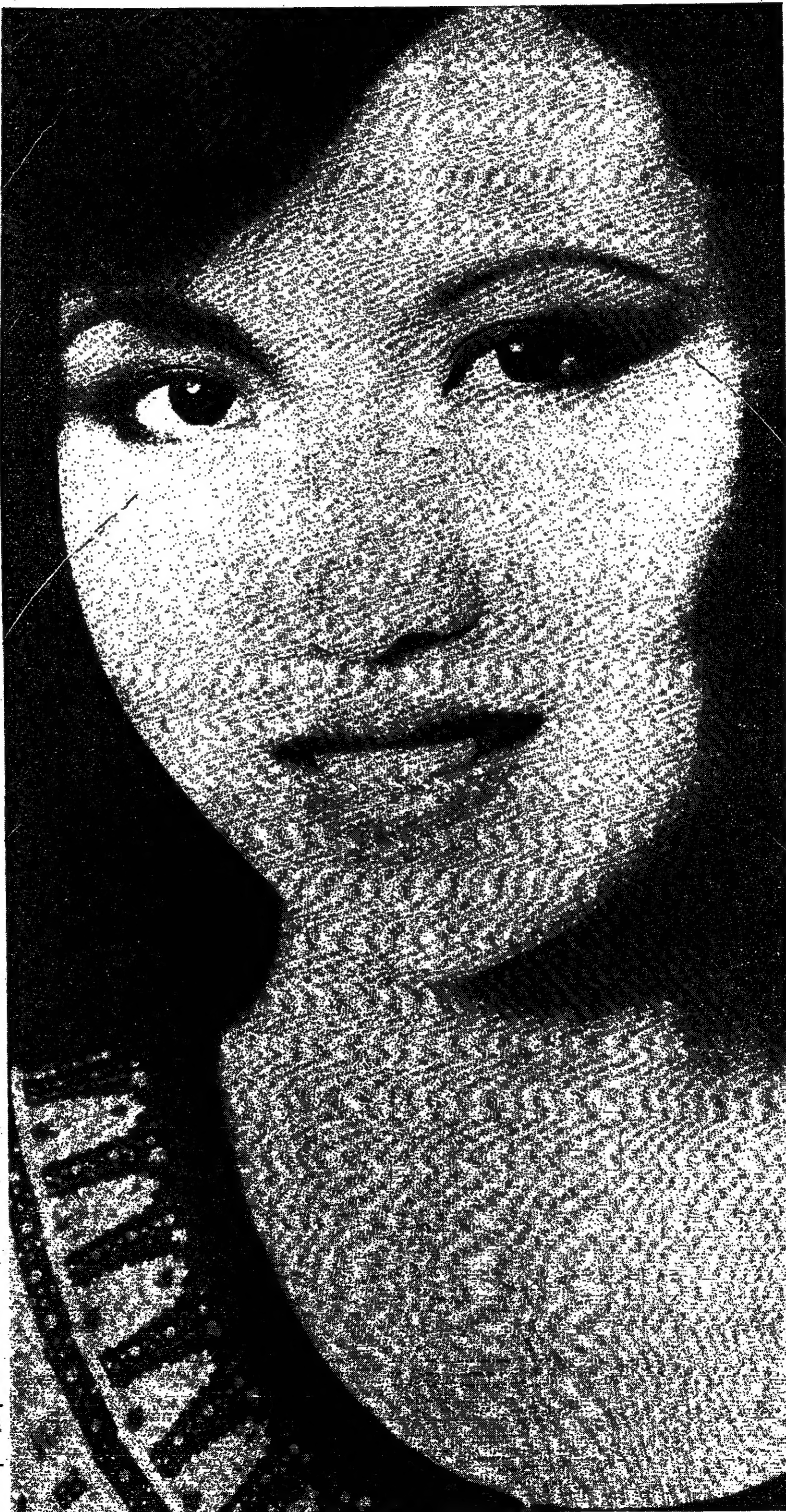
2. Could it be that it doubts our commercial judgement? Is it worried that we will lose money?

Our track record speaks for itself. Furthermore, Mr Spicer, the Aviation Minister, has said recently that airlines should be encouraged to back their own commercial judgement. This is precisely what we want to do.

3. Does the Government think SIA has an unfair advantage?

SIA has never received a single dollar in subsidy. This has been acknowledged in Parliament by Mr Spicer himself.

4. Does the Government want to protect British Airways?



Lord King himself has always said that BA welcomes competition. We ourselves would be happy for a British airline to compete with us on the route.

### Is it commercially viable to serve Manchester?

1. Manchester is an International Gateway Airport. It serves 20 million people in an area that supports 60% of the UK's manufacturing industry.

2. Manchester Airport Authority estimates that in the first year there would be 19,000 outbound passengers to Singapore, and a further 19,000 going beyond. There would be considerable inbound traffic as well.

3. SIA does not start new services unless it is totally satisfied that they are commercially viable.

4. That is why the company has made a profit in every single year since it started in 1972. It is now one of the world's largest international airlines, although it comes from a country the size of the Isle of Wight.

### How does this fit in with the Government's position?

The recent white paper on Airline Competition Policy declared the barriers to new services and airlines who can provide a safe and reliable service should be low... Only competition will ensure the flow of innovative ideas, and new management and marketing methods.

Surely, what we are doing is exactly what Mrs Thatcher would applaud.

### Manchester is keen to welcome us.

Britain is Singapore's largest trading partner in Europe. For all the benefits of international trade, increased employment and tourism, the Manchester Airport Authority is keen to welcome us. And certainly it would ease congestion at Heathrow.

People in the North will also appreciate the gentle grace and style of the Singapore Girls who have given us the kind of inflight service that even other airlines talk about.

For all of these reasons, Tan Swee Ten politely and respectfully asks Mr Nicholas Ridley to change his mind.

**SINGAPORE AIRLINES**  
A great way to fly



## Poles show new Kremlin leadership they will not tolerate dissidents

From Roger Boyes, Warsaw

The Polish authorities have signalled to the new Kremlin hierarchy that they will not tolerate anti-Soviet dissident groups, launching a long, vitriolic attack on the ultra-nationalist Confederation for Independent Poland (KPN) and confirming the arrest of the group's leaders.

At the same time, the government spokesman, Mr Jerzy Urban, is trying to play down reports of industrial unrest filtering through from Polish factories. The country was calm, he said, though he conceded that some work forces were starting to demand higher wages to balance out the recent rise in prices.

Seven organizers, including the KPN leader, Mr Leszek Moczulski, were detained after a swoop by secret police a day before the death of President Chernenko. The state prosecutor decided to press charges against the group on Monday, announcing the decision after a long television tribute to Mr Chernenko and a profile of his successor, Mr Mikhail Gorbachev. The charges include leading an "illegal union" and preparing to stir up public unrest.

Yesterday Mr Urban described Mr Gorbachev as an "eminent leader" who "knows Poland well".

KPN is virulently anti-Soviet and anti-Socialist and, unlike

Solidarity, has never ruled out the possibility of violence in its pursuit of independence from the Soviet bloc. It is organized on military lines, establishing a secret chain of command, and has proven adept at organizing demonstrations.

Its active membership is probably a few hundred, though its following, measured by attendance at religious services dedicated to the group or to Polish independence, amounts to some thousands. Mr Urban said that the prosecutor's decision to act against the group had partly been based on the store of documents found during the police raid. These showed the KPN to be against the Polish *raison d'état* - that is, the alliance with the Soviet Union - against the Yalta agreement and to be an active "party of struggle".

Its programme could be attractive for some groups of irresponsible young people, he said. One leaflet had called for the creation of self-defence units to "pave the way for the counter-revolution".

At least two of the arrested men had benefited from the amnesty for political prisoners announced last year. Mr Moczulski had been serving a seven-year jail term and Mr Adam Slomka had received an 18-month suspended sentence. They are likely to be treated

more harshly. Under the terms of the amnesty, "recidivists" are liable to serve out their full previous jail term on top of the sentence for the latest offences.

The arrest of the KPN organizers brings the total number of political prisoners to well over 60. This includes 20 who were excluded from the amnesty because they had committed criminal as well as political offences.

With a top-level delegation, headed by General Wojciech Jaruzelski, in Moscow for the funeral of Mr Chernenko, the authorities are clearly at pains to demonstrate that all is calm and thriving in the industrial life of Poland.

Mr Urban said he had no knowledge of a two-hour strike by woman workers in the Rosa Luxemburg light-bulb factory despite underground reports to that effect, but admitted there had been stormy discussions about wages. Such discussions, he conceded, were under way in other factories and industries.

Unofficial reports suggest that workers are reacting angrily in several industrial branches, demanding that management increase wages to offset the increase in food and energy prices.

The official pro-government trade union representing steel workers has also taken a radical stance

## Going down the bend



The Japanese claim a world first for this spiral escalator installed at a shopping centre near Expo 85 in Tsukuba.

## EEC austerity mood opposed

## Farmers fight curbs

From Ian Murray, Brussels

The powerful farming lobby inside the European Parliament was fighting a rearguard action yesterday against the mood of austerity sweeping the EEC.

Members in Strasbourg were debating a report recommending an average 4.5 per cent rise in agricultural prices, aware that agriculture ministers in Brussels had agreed early in the morning to be bound by budget control rules limiting spending on aids to improve farming efficiency.

The parliamentary report had been drawn up by M Pierre-Benjamin Franchère, a French Communist and farmer, who told the Parliament that two farming jobs in the EEC were being lost every minute. Farmers needed to have an adequate income to modernize their farms and to live in comfort if this drift away from the land was to be stopped, he said.

He contrasted the fact that the European Commission has proposed a virtual freeze on farm price increases this year with the way that "every year we see this wretched payout to the United Kingdom lopping more and more off the budget".

He also called for more protectionist measures to ensure Community preference for sales and to keep out agricultural imports to the Community. Europe, he complained, had become a virtual dumping ground for American farm products.

But M Franchère's view was totally rejected by another report drawn up for the Parliament's own budget

committee by Mr James Elles, a Conservative MEP with years of experience inside the agricultural directorate of the European Commission. Mr Elles told the Parliament that the 4.5 per cent increase would be "utterly irresponsible and incoherent".

He argued that it would add some £1,600 million to EEC expenses at a time when there was no budget and no certain prospect of the money being available. Furthermore, the protectionist ideas were "a recipe for a trade war" with the United States.

The parliament is due to vote on the question this evening. The farm ministers also settled the long overdue question of how much money should be made available to help farmers improve the efficiency of their farms.

The finance ministers put a ceiling of £3,150 million over the next five years on this type of subsidy, even though the Commission had wanted to spend £400 million more. This financial straitjacket was imposed as a direct result of the budgetary discipline rules which Britain had fought long and hard to bring in. It was a first success for the new system.

Britain had a second success in winning approval for its scheme to pay compensation to farmers who were prepared to sacrifice higher production in the interests of the environment. This means that farmers who, for example, do not pull up hedgerows or drain wetlands to find more land for higher yields can claim compensation for lost extra production.

This scheme will not only protect the environment, but will check the growth in production and so reduce the growth of surpluses.

## Whitehall welcome for conservation policy

By John Young

The Government made clear its satisfaction yesterday with the Commission's edict on the environment. For the past year or more, under pressure from the environmental lobby, the Ministry of Agriculture has changed its tune and has been pressing strongly for conservation to be made an integral part of EEC agricultural directives.

Until now, the idea of paying subsidies to maintain non-intensive farming methods has been seen as opening the door to illegal "national aids" which would give farmers in less

naturally fertile areas an unfair competitive advantage.

The new policy means that the EEC will have to approve money spent on assisting farmers in specially designated areas.

Reaction yesterday among conservationist groups was mixed. The Council for the Protection of Rural England described it as "a small but significant step forward", but the Royal Society for the Protection of Birds remained sceptical about how much Government money would be made available.

## Police raid Charter 77 film show

Vienna (Reuters) - Czechoslovak police detained 48 people in a raid on a private home in Prague on Monday and were still holding 11, including two Charter 77 spokesmen, emigre sources in Vienna said yesterday.

They said police stormed the home of an artist in the outskirts of Prague where people had gathered to watch film tapes of events in the late 1960s in Czechoslovakia. They took the 48 to the central police station in Prague, where 37 were released after interrogation.

## Drought drags on in Botswana

Gaborone (AP) - President Quett Masire has declared most of Botswana "drought-stricken" for the fourth straight year after promising December rains gave way to more hot, dry weather.

The landlocked nation has had good rains only in the north and north-east. The rest of the country, home to 70 per cent of the 1 million population, has remained dry.

## Swine fever

Brussels (AFP) - Belgium believes it has contained six outbreaks of African swine fever notified in western Flanders through strict contamination control measures, the Belgian Agriculture Ministry said.

## Sacred rock

Yulara, Australia (Reuters) - Aborigines will regain ownership of Ayers Rock, one of their most sacred sites and one of Australia's greatest tourist attractions, in an agreement reached with the Aboriginal Affairs Minister, Mr Clyde Holding.

## Man's world

Rome (AP) - In spite of vehement objections by feminist groups, Italy's Interior Minister, Signor Oscar Luigi Scalfaro, has decreed that married women must use their husband's family name on identity cards and passports.

## Ethiopia makes big push against Tigré rebels

By Paul Valley

The Ethiopian Government has launched another big offensive against the rebel-controlled parts of the northern province of Tigré, according to a statement issued by the Tigré People's Liberation Front in London yesterday.

Relief workers, recently returned from the province, confirm that reports of the fighting reached them in the parts of the country which border Sudan.

The government push involved three brigades supported by 70 tanks and what the rebels call "Soviet advisers". The fighting was fierce and lasted for six days, said the TPLF, which claims to have killed or wounded 360 of the Dergue's soldiers and captured 341, including a battalion commander. Three tanks were destroyed and more than 160 light and heavy guns with a substantial amount of ammunition were captured.

One relief worker said: "I heard that the TPLF had captured several government



Memories of home: Sophia Loren, the Italian film star, campaigning in Miami for \$1 billion to build a Mediterranean village at Williams Island, on the Florida coast, says the project brings back memories of her childhood in Naples.

## South Africa to relax its oil secrecy law

From Ray Kennedy, Johannesburg

The South African Government is to relax the secrecy clauses of the Petroleum Products Act, which makes publication of details about how the country obtains oil supplies, a crime punishable by fines of up to 10,000 rand (£5,000) or five years' jail.

The oil secrecy laws have prevented publication in South Africa of details of the scandal involving the supertanker, the Salem, which unloaded 1.5 million barrels of oil at Durban in December, 1980, and a few days later was scuttled off the West African coast. The Government paid more than \$80 million for the cargo.

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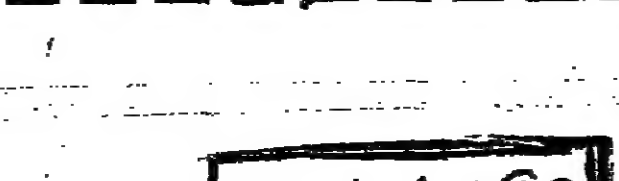
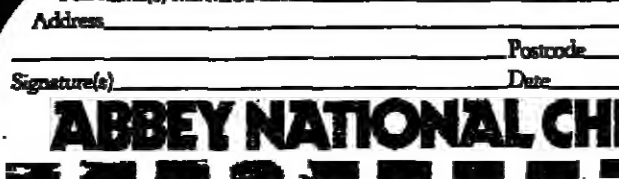
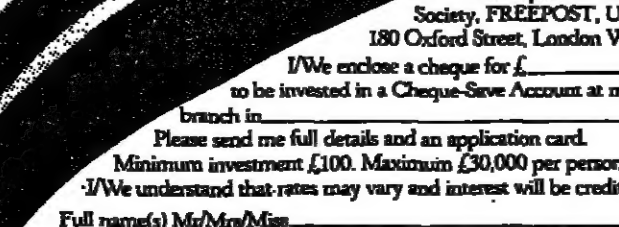
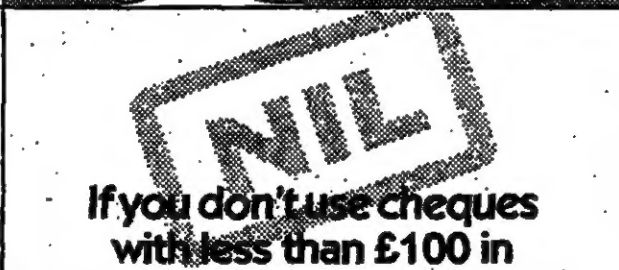
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## US team in Geneva makes treaty 'violations' by Russia into priority issue

From Nicholas Ashford, Geneva

The first priority of Mr Max Kampelman, the chief American negotiator at the new round of nuclear and space arms talks which got under way on Tuesday, will be to explore ways of halting the "erosion" of existing arms treaties, especially the 1972 anti-ballistic missile (ABM) treaty, by the Soviet Union.

The Reagan Administration has released three reports during the past year showing what it claims to be "a persistent pattern of non-compliance" by Moscow of existing treaties.

The Administration is concerned not only that alleged Soviet violations are putting the United States at a strategic disadvantage in certain key areas, but that they also undermine public confidence in the arms control process.

There are growing doubts whether the Senate would ratify any accord reached in Geneva unless there were prior guarantees that the Soviet Union would comply strictly with existing and future agreements.

It was significant that the 10-member observer team from the US Senate, which travelled to Geneva for the opening of the talks, made a particular point of emphasizing Congress's concern about Soviet violations.

The senators made it clear that they would refuse to ratify a new agreement unless the Soviet Union mended its ways. Some members of the House of Representatives have been even more outspoken than the

senators. Mr Jack Kemp, a Republican from New York who is expected to be the conservatives' choice for the Republican presidential nomination in 1988, has said that, unless Moscow adheres to the letter of existing agreements, the Reagan Administration should free itself from the constraint of the ABM treaty in developing and deploying a "Star Wars" space-based defence system.

Such a view was echoed recently by Mr Richard Perle, the Pentagon's top arms control specialist, who told a congressional committee it was time to end the "double standard" of having the US adhere to agreements while letting the Russians "think they could play fast and loose with the accords".

The alleged violation which most concerns the US is the construction of a big phased-array radar station, capable of hostile management, at Krasnoyarsk in Siberia.

The Administration believes this radar facility is part of a plan to expand the Soviet Union's existing ABM system around Moscow (which is permitted under the ABM treaty) to cover the whole country.

Mr Robert McFarlane, President Reagan's national security adviser, gave a warning on the eve of the Geneva talks that the new radar system, when taken together with other recent defensive measures, raised the possibility of a "sudden Soviet abandonment of the ABM treaty and rapid nationwide

expansion of their anti-ballistic defences".

Senator Albert Gore, a Democrat from Tennessee and a leading member of the armed services committee, said here on Tuesday that the Krasnoyarsk radar was "an unambiguous violation" of the ABM treaty. The Russians should dismantle it if they wanted to reach agreement in Geneva, he added.

The Soviet Union has vigorously denied the American violation charges, and Mr Viktor Karpov, their chief negotiator, will certainly continue to do so when the issue is raised by Mr Kampelman. The Russians claim that the "slandorous and groundless" American accusations are intended to divert attention from President Reagan's Star Wars initiative, which they claim is a breach of the ABM treaty.

Such charges and counter charges are likely to be a feature of the early rounds of the talks.

If the matter is not resolved by this autumn, the Reagan Administration will have to decide whether it will formally break the restraints of the (unratified) Salt 2 agreement when it launches its seventh Trident missile submarine.

Under the Salt 2 accord, the two super powers are supposed to limit themselves each to 1,200 strategic missiles carrying more than one warhead. The new submarine's 24 missiles would raise the US total to 1,214 unless it undertakes to scrap some of its older Polaris submarine.

## Murderers imprisoned eight years later



### Life terms for terrorists

Two leading Red Army Faction terrorists, Adelheid Schulz (top left) and Rolf-Clemens Wagner who took part in the left-wing group's campaign of bloodshed in 1977 were sentenced to life imprisonment yesterday by the Düsseldorf High Court.

Schulz, aged 29, and Wagner, aged 41, received three and two life terms respectively for murder and kidnapping.

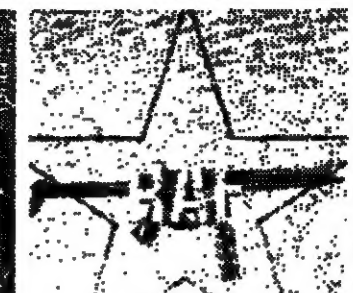
The court found both guilty of involvement in the abduction and murder of Dr Hanns-Martin Schleyer, the employers' federation president. Schulz was also convicted of

taking part in the murder of Herr Jürgen Ponto, a Frankfurt banker.

Dr Schleyer was kidnapped in Cologne in September 1977, after his two-car convoy was ambushed (above) and his driver and three police bodyguards were killed.

The photograph to the right was issued by the kidnappers and sent to a Paris newspaper. It shows Dr Schleyer in front of the Red Army Faction's star and gun symbol.

Herr Ponto was shot dead at his home in July of the same year when he resisted an attempt to abduct him.



## Le Pen sacrifices votes to stop left-wing gains

From A Correspondent Paris

M Jean-Marie Le Pen, leader of the extreme right-wing National Front reversed strategy yesterday by announcing that his party's candidates would withdraw from next Sunday's final round of cantonal elections wherever their presence on the ballot could lead to the election of Socialist or Communist candidates.

After last Sunday's first round of balloting, M Le Pen, whose party polled 8.8 per cent of the vote, vowed to present all candidates for the second ballot who had received more than 10 per cent of the vote, despite the obvious help this would give left-wing candidates. The Paris newspaper *Liberation* estimated yesterday that this would lead to a loss of some 30 seats that the Gaullist RPR and centre-right UDF would otherwise be expected to win.

M Le Pen said in Paris that 54 National Front candidates would be standing on Sunday, instead of 114 as originally expected, and he blamed the right-wing parliamentary Opposition for any Socialist or Communist victories in the 20 or so cantons where the National Front candidates had come first. Both the UDF and the RPR have refused to withdraw from the elections

where the National Front candidate is better placed, even if this leads to a split of the opposition vote and a victory by the left.

The refusal by the UDF and the RPR to step aside for better-placed National Front candidates has caused some splits within the parliamentary Opposition. This has been especially the case in Marseilles, where M Jean-Claude Gaudin, president

of the UDF group in the National Assembly, has suggested that the RPR candidate in a Marseilles canton should step down in favour of the better-placed National Front candidate. M Le Pen's sudden change of electoral strategy was seen in Paris yesterday as an attempt to avoid the wrath of right-wing voters who would blame him for splitting the opposition vote if the left did better than expected on Sunday.

## Greek left closes its ranks

## Communists support Papandreou reforms

From Mario Modiano, Athens

The creation of a *De Facto* alliance between the ruling Socialists and the Communists in Greece, 48 hours after the resignation of President Karamanlis, has added some anxiety to the watchful silence with which many Greeks seem to be reacting to the crisis.

The Communist Party of Greece, in a resolution of its Central Committee, came out unconditionally in favour of the latest constitutional initiatives of Mr Andreas Papandreou's Government.

It pledged its support for the election of Judge Christos Saratzakis, nominated by the Socialists for the Presidency of the republic after the spectacular *Volte face* by the Prime Minister, who had earlier come out in support of President Karamanlis's re-election.

The Communists also committed themselves in favour of the constitutional reforms proposed by the Socialists, which are designed to whittle down the powers of the President and make the procedure for future amendments of the constitution simpler.

Mr Karamanlis, who resigned on Sunday as a protest against the dangers of such constitutional manipulations, left the presidential palace in central Athens yesterday and settled in his private apartment at Politia, a northern suburb of Athens.

Mr Yiannis Alevras, the president of the Greek Parliament who is interim President of the republic, claimed after calling on Mr Karamanlis, that the ex-President had confided to him that he intended to retire from politics. The statement was given wide publicity on state television.

There was a prompt rebuke from "sources close" to Mr Karamanlis. They said: "Constantine Karamanlis has revealed his future intentions to no one, and authorized no one to speak on his behalf."

In its resolution, the Communist Party hailed the replacement of President Karamanlis as a "conquest" of the people's united forces. It urged the Socialist Government however, to match this with a drastic revision of its overall policies.

It was symptomatic of the prevailing climate that the Greek public was warned not to become alarmed by movements of tanks and troops in the coming days, because these were related to rehearsals of military parades scheduled for March 25, Greek Independence Day.

However, Mr Evangelos Averoff, the conservative former defence minister, revealed that emergency measures were taken last Monday at the Greek Air Force base of the 110 Fighter Wing in central Greece, which suggested fears of a possible attack on the base from outside.

## New Constitution for Turkish Cypriots

Nicosia (Reuters) - The Turkish Cypriot assembly in northern Cyprus approved a Constitution for the territory, which was declared independent in 1983 but recognized only by Turkey.

The new Constitution replaces one dating from 1975. Unlike the earlier document, it bears no reference to a possible reunification of the Greek and Turkish communities on the island, divided since the 1974 invasion by Turkey.

But the assembly, seeking to deflect criticism from abroad, passed a resolution saying that it corresponds to the aim of a federal solution in Cyprus. Talks between the Greek and Turkish sides to end the division founded in January.

The new Constitution is to be put to a referendum in northern Cyprus.

## Three charged after Turkish Embassy siege

From a Correspondent Ottawa

Two Syrian-born Canadians and a Lebanese immigrant have been charged with the murder of Mr Claude Brunelle, aged 31, a security guard at the Turkish Embassy, following Tuesday's seizure of the embassy for four hours and the holding of 12 people as hostages.

Then men, Mr Kevork Maurehlian, 35, Mr Ohannes Nourbarian, 30, of Montreal, and Panof Titizian, aged 27, of Toronto, said they were members of the Armenian Revolutionary Army.

## Foreign expert will help identify tourists' bodies

From Jan Raath, Harare

A foreign forensic scientist is to arrive in Harare shortly to see if he can speed up the work of identifying the remains of the six foreign tourists who were abducted and killed by guerrillas nearly three years ago.

Dr Office Chudeke, the permanent secretary in Zimbabwe's Ministry of Health, said in an interview yesterday in *The Herald* in Harare that "a lot of work still has to be done".

He confirmed reports from abroad that at least one of the families of the six young men had retained a well-known

pathologist, whom he did not name, to help Zimbabwean forensic scientists. Mr Robert Mugabe, the Prime Minister, announced last week that medical evidence and police investigations had led the Government to conclude that the six had been murdered in the Lupane area in the north west within three days of their abduction on July 23, 1982.

The remains of James Greenwell, aged 18, of London, and William Butler, aged 31, of New South Wales, have been identified.

# Flying to Saudi Arabia: some sobering thoughts.

**If you don't** fly Saudia, you can't fly direct from Heathrow to Jeddah or Riyadh.

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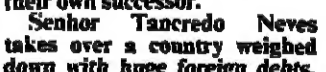
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# I



Six Cabinet members have had experience in military governments, among them the

Household: General Rubens Barreto  
 Denny: Civilian Household: Jose Hugo  
 Carlos Branro: Secret Service: General  
 Ivan de Souza Mendes: Armed Forces  
 Chief: Admiral Jose Maria de Amaral  
 Cities: none

**So Senhor Neves and his team should be given a fair chance.**  
*Concluded*

MR Justice Mann, so held in the Queen's Bench Division on March 5, dismissing an application for judicial review of decisions of

formed depended on a number of local factors, an important one being the composition of the local hackney carriage fleet.

That state of mind did not fall within the words "knowing or believing"

[illegible]

1. \_\_\_\_\_



## THE ARTS

## Television

## Fantasy impromptu

The best thing to do with a complicated technical process is to ask Kenny Everett to explain it: you may be no wiser at the end of the exercise but it will have been fun to sink further into confusion.

In *The Magic Picture Show* (BBC1), the second programme in the new Q.E.D. series, Everett frolicked through the new world of video effects with which he used, in his days as a radio DJ, to fill the air with elaborately compiled sound effects. Many of the processes which he demonstrated were related to those early experiments in recorded fantasy, when Diana Ross and the Supremes could be slowed down, run backwards, cut, spliced, timed and zapped across the airways.

Nowadays these tricks can be played in the visual dimension and again can be enhanced by computers. The programme demonstrated some of the countless ways of splitting, slipping and bending a television picture. The image on the screen was rolled like a wave, shattered like the Lady of Shalott's mirror or wrapped around an imaginary cube at the touch of a button.

Between these games were interludes of explanation, some of which were so exasperatingly to the point as to be virtually meaningless. Dr Anthony Clare was called in to narrate the documentary, for no apparent reason. One moment Everett would be lightly explaining "It's

a computerized doodah that sends your picture potty!", the next moment we would be plunged into the slough of *Tomorrow's World* science. Clive James once said that the *Tomorrow's World* philosophy was that anything could be explained if James Burke crawled around inside it. Now, it seems, anything will be made clear if Kenny Everett's amiable face is projected through it.

With too little and too simple explanation the programme relied successfully on the dazzling visuals. We saw fantasy sequences from *The Box of Delights*, the memorable computer graphics of *The Hitchhiker's Guide to the Galaxy*, Wayne Sleep apparently scattering stardust as he danced and some video simulators which looked like *Star Wars* toys.

In the glorious confusion there was an exemplary demonstration of basic film editing techniques which hinted at a series which could usefully be made to offer a little public education in this powerful medium. At present the visual techniques of television comprise a dimension of information manipulation which is rarely acknowledged and so retains dangerous power to persuade the audience. As long as the audience lacks the sophistication to analyze the pictures which flow from the screen, it will also lack the awareness necessary to evaluate broadcast information.

Celia Brayfield

## Theatre in New York

## Transfusion of British blood

Following a prolonged attack of dreariness, Broadway is responding to first aid from Britain. Clifford Williams's production of *Pack of Lies* (Royale Theatre) hums with excitement generated by an outstanding cast, with Rosemary Harris heartrending in the leading role. A shower of glitter brightens the play in the glamorous presence of Patrick McGeehan, making his Broadway debut as the spy detector.

Strange Interlude (Nederlander Theatre) has cast a spell over critics and audiences, who have hailed its hitherto unrealized comic dimensions. I suspect that some of the laughter is in recognition of the human potential for infinite rationalization, some for excesses in O'Neill's lines and occasional line-readings, and some for Edward Fetherbridge's sympathetically fussy old maid.

Off-Broadway, two plays of promise and one of fulfillment have surfaced. Tracers (Public Theatre) may come to the Royal Court in exchange for *Tom and Viv*. A group effort by the Vietnam Veterans Ensemble Theatre Company, the drama, interspersed with rock music "classics", covers the training, war and post-Vietnam experiences of eight men.

Such scenes as a recreation of the smoke, noise and confusion of battle and another of a beer bust have been better realized in Second World War movies, but others like a "blanket detail", in which soldiers pick up the scattered parts of their dead comrades, and a chance conversation between two lonely intellectuals strike in that rare region where life and art unite. With extraordinary lighting by Terry Wuthrich and direction by John DiFusco, the cast of veterans take us

inexorably through their inferno.

Albert Innaurato's career has been in eclipse since his early successes with *The Transfiguration of Benno* (Blimpie and Gemini). While his new play, *Coming of Age in Sobo* (Public Theatre), is ragged, his comic mania energizes the work. Innaurato's obsession with ambivalent sexuality (his hero says "I am a homosexual who suffers temporary amnesia in the company of strong-willed ladies") is here complicated by the character's wanting to avoid accepting fatherhood of one boy while longing to seduce another. Partly because of a silly subplot involving Mafia threats, the play does not cohere, but it has its moments of thoughtfulness and fun - the latter exemplified by the hero's invention of a video game based on *Death in Venice*.

Not since the Twigg musical *My One and Only* have I been part of an audience swept from joy to euphoria - the effect of an adorable comedy, *The Foreigner* (Astor Place Theatre). A pathologically shy Englishman goes to a Southern boarding-house for a rest and pretends not to understand English to preserve his privacy. The rule book in the course of a zany play.

When the Ku-Klux-Klan entered, I feared that the author, Larry Shue, had gone too far, but in this beautifully crafted play he uses the Klan's invasion to provoke an ingenious and hilarious climax. Anthony Heald is so endearing as "the foreigner" that, should the producers end undeservedly in arrears, they can recoup by raffling him off.

Occasionally a show annoys me so that I distrust my reaction, wondering if a personal prejudice is not

intruding. Such is the case with an Off-Broadway musical, *Three Guys Naked from the Waist Down* (Minetta Lane Theatre), a saga about three stand-up comics. In spite of original touches in the concept, lines and staging, and the talented actors playing the Three Guys, I found the show terribly laboured. When the effort shows, humour goes - especially in stand-up comedy. My prejudice, however, is that I cannot stand stand-up comedy.

I find no such problem with cabarets if they are engaging, and *Sweet Will* (Don't Tell Mama) is a charming 80-minute collection of Shakespeare's songs and sonnets. Set to Lance Mulcahy's original music encompassing ballads, calypso, country and western, gospel, jazz and folk-song, this show should find wide appeal in Shakespeare's homeland.

A perennially popular cabaret just into a new edition is *Forbidden Broadway* (Palsson's). Nothing is sacred in Gerard Alessandrini's concept, direction and new lyrics to Broadway tunes. The Royal Shakespeare Company's recent success is parodied as a "culturally orgasmic source of snob appeal" from *La Cage aux folles* becomes "I Ham What I Ham". Jennifer Holiday squalls "I'm a Screaming". A gimmick is what makes you great/That's why I hyperventilate.

The cast is adept at mimicking the stars; the material is mischievous without being vicious. I only hope that soon *Forbidden Broadway*'s management will have to take out their "salute to the hits of the 1984-85 season": 30 seconds of silence.

Holly Hill

Inexorably through the Inferno: Vincent Caristi (left) and Richard Chaves in *Tracers*

## Concerts

## Operatic gifts at a birthday party

Lindsay Quartet  
Purcell Room

The trouble with the Park Lane Group's enterprising British String Quartet series (two down and one, on March 27, to go) is the viewfinder. Whichever way you look at a representative programme, works of mighty resonance form a dominating frame, and one is left peering down on an ever-diminishing and ever-receding point of focus.

So it was on Tuesday when outstanding performances of, first, Beethoven's Op 18 no 4, and, last, Tippett's magisterial Third Quartet threatened almost to obliterate any memory of the central part of the evening. They provided the nourishment and the necessity: the rest could well have been silence.

One such ostensible significant point was the first London performance of Geoffrey Poole's String Quartet. Its idea is attractive, its methodology cunning. The potential of bowing and tuning is rethought: musical space "undulates" within irregular divisions of a set mode. But there is, after all, nothing new under the sun.

The experiments with whimping glissandi, high chattering pizzicati, and a table-like use of the cello seem, on a first hearing anyway, mere distractions. The ways in which they toy with aural illusion and incoherence can be beguiling: the hypnotic insect-like night music of gut, hair and wood; the threads dropped by one instrument and woven into disturbed rhapsody by three others. But they are distractions from a deeper and more serious incoherence of purpose which one senses at its heart and hears in its tenuous resolution.

Elizabeth Maconchy was the more unjustly unhappy victim of her context. Her Twelfth Quartet is a tough nut: dense, driven, happy in its ideas and convincing in their deployment. The Lindsay, who gave the work its first performance in 1979, had worked up all the adrenalin they needed for its own concentrated and propulsive first movement in their invigorating, impatiently energetic performance of the Beethoven.

Their handling of the pizzicato fretwork of its Scherzo, pierced by searing bowed chords, and their grasp of the more strenuous, dislocated impetuses of the finale, epitomized the stimulus provided consistently by their performances alone.

Hilary Finch

LSO/Abbado  
Barbican

The LSO began their gala concert, in aid of the orchestra's Trust on the occasion of their eightieth birthday, by plundering Covent Garden's stars, both those currently on stage and those in rehearsal. And why not? The LSO in the recording studios have had a long association with singers. And so, of course, has their music director, Claudio Abbado. As it turned out none of the artists appearing at the gala were heard singing the arias they are delivering at the ROH.

The first half was on the thin and unimaginative side. The *Forca* overture followed by

Hermann Prey (not visible at Covent Garden until May) singing "Largo al factotum" yet again made an all too obvious start. Katia Ricciarelli in Elisabetta's Act V aria from *Don Carlos* confirmed the recovery of form displayed in *Caprietti* at the Opera House and was musically accompanied by Abbado, but the voice still lacks the solid middle to give this aria its regality and piety. So it was left to Samuel Ramey to lend full authority and weight to Philip's "Ella giammai m'amò" from the same opera by Verdi, which is shortly to re-enter the ROH repertoire.

The second part of the evening provided much more fire and ample demonstration that the LSO on its good nights remains a virtuoso instrument.

Some of the earlier playing, even with Abbado in charge, has suggested that rehearsal time had not exactly been in long supply. Thomas Allen gave a ferocious account of Fort's Monologue from *Falstaff* and Tatiana Troyanos threw all safety precautions to the wind in an impassioned "O don fatale" - *Carlos* again, which was the first opera Abbado conducted for the Garden.

Salvatore Accardo chose the evening's curiosity, Sarasate's Fantasia for violin and orchestra on *Carmen*; he must have known that Francesco Rosi's film of Bizet's opera opens today in London. Sarasate could have taught even Rosi something about flashiness. But with Accardo in dazzling

control it made an appropriate transition into *La Valse* for Abbado and his players to show that they too are not averse to a little razzle-dazzle.

The LSO's resolution for their eighty-first birthday should be to declare all compères redundant. It is not so long since they had a disastrous experience with Christopher Casanova in this role. Jack Brymer, a much-loved musician, was little happier in front of the microphone and did not give the impression of having put in all that number of hours at the opera house recently. It was a relief when he took off his white jacket and assumed his proper place in the orchestra.

John Higgins

Romeo and Juliet  
Roya, Brighton

André Prokoviev has set his new *Romeo and Juliet* for London City Ballet to the greater part of Berlioz's music on that subject, but sans choruses, omitting Queen Mab, and arranged for chamber orchestra by Leonard Salzedo. It makes a very substantial one-act ballet, nearly 30 minutes long, concentrating firmly on the tragic lovers, with other identified characters dropped entirely or simply intervening briefly to spark the events.

Carl Morrow and Natasha Middleton, both newcomers to the enlarged and strengthened company, make the most of the meaty title roles. He sets the mood - after a brief prologue in which Friar Laurence tries to pacify the feuding populace -

## Dance

with a moonstruck solo, envying happy lovers around him. The ball is a brief but lively scene where Juliet soon eludes unwelcome Paris and is struck dumb - i.e. motionless - on sight of Romeo: their hungry gaze is as eloquent as any action.

The heart of the ballet is the duet, long and intense, that stokes their emotions in the balcony meeting from a hot-to-blasting and ends, via a hell-mell rush to the priest's cell, with them getting into bed. At the end of the ballet, Juliet awakes from her drugged state before Romeo's poison takes effect, so that they get to dance their farewell before dying.

You hardly notice Mercutio; his death, although in slow motion (and in silence), is almost instantaneous, as is Tybalt's. Everything else is brushed aside in favour of a

revere on doomed love, which is probably the best way to present Shakespeare in brief danced form.

The music sometimes sounds thin, through limited resources, but the melodic support for the action is strong. Peter Farmer's designs, black and white settings, costumes mostly black and gold except for the lovers in pink, are ingenious and handsome, but revised lighting could clarify some details.

A new production of *Les Sylphides* began this evening. Here, Salzedo's limited orchestral resources led to monotony (solo piano might be better) and the dancing looked careful though without feeling, but Miranda Atkin, in the mazurka and pas de deux, had moments suggesting how the performance could develop with the right coaching.

John Percival

## Mozart without affectations

ECO/Tate  
Festival Hall

Jeffrey Tate is moving swiftly and deftly to positions of musical eminence, and no bad thing. While news of his appointment as principal conductor at Covent Garden was still reverberating, the English Chamber Orchestra announced he was taking up the same specially-created post with them, and it was in this new relationship that he conducted them on Tuesday.

Happily the choice was all of Mozart, in whose music the ECO-Tate partnership has so far most excelled, both in the concert hall and on record. The quality of Mr Tate's Mozart comes partly from the fact that he does not feel the need to

prove his affection for the music in every phrase: much of his articulation is comparatively plain, but it is also precise. There is no sentimentality here, only a wish to project as much of the music as possible; and one result is to bypass the verbal sense. One does not hear music that is "sprightly", "grave", "elegant" or whatever; one hears, quite simply and clearly, musical ideas. Mozart is refreshed.

Another virtue of Mr Tate's conducting, and one evidently much appreciated by this orchestra, is its openness of texture, making room for all the wind players to be heard. There can be a tendency for the sound thus to sprawl, as happened most particularly in the "Jupiter" Symphony at the close of this concert, but it was good to hear how much conversation is

secreted within Mozart's symphonic argument.

There was more conversation, of course, in the two concertos, both played by ECO principals. The King performed the Clarinet Concerto on a new basset clarinet, enabling her to put the low notes in their proper place, though it did have a buzzy baritone register and was not always tangleable into a proper legato. The orchestra, too, were choppy here. But William Bennett had a safe conveyance for his wonderfully colourful and dynamically shaded account of the D major Flute Concerto. There has been a tendency to compare this piece unfavourably with its oboe prototype, but Mr Bennett showed it to be, more aloof, quite as characterful.

Paul Griffiths

## Conducting ever more vivacious

London Bach  
Society/Steinitz  
Queen Elizabeth Hall

Since 1958 the London Bach Society, under the devoted leadership of Dr Paul Steinitz, has steadily been exploring the entire extant stock of Bach's cantatas, a project that it hopes to complete, funds-permitting, in 1987. Such a track record almost demands that for the anniversary celebrations this organization should do something rather special. Here it duly is, a series of four London

concerts, the first of which appropriately included three rarely heard celebratory secular cantatas.

I say rarely heard, but that is not quite true, for a sizeable proportion of the music in the three works exists in other, rather better known guises, proof if it were needed that Bach's music is a thing adaptable to circumstance, not dictated by it. For example the first movement of Cantata No 213, *Preis dein Glück, gesungen*, is a work composed in haste to celebrate the unexpected early arrival in Leipzig of Augustus III, Elector

of Saxony and King of Poland, is more familiar in its later manifestation as the Overture from the B minor Mass. Both are joyful movements, but here there is no aspiration towards things spiritual, only a somewhat dutiful celebration.

Similarly the opening chorus of Cantata 207, *Verinigte Zwietracht der wechselnden Saiten*, is lifted from the third movement of the First Brandenburg Concerto, also heard in this concert, with the two horns replaced by three trumpets, while much of Cantata 213, *Hercules auf dem Scheidewege*, can be found in the Christmas Oratorio, again to entirely different effect.

Incredibly, as time goes on Dr Steinitz's conducting seems to get more vivacious. Not everything worked perfectly here; some of his speeds were a little too brisk, perhaps, and the sound of the Steinitz Bach Players is still too rounded for some individual lines to speak with absolute clarity. But his choir's contributions were as effective as they could have been, while the four solo singers, Judith Rees, Paul Esswood, Martyn Hill and Brian Rayner Cook, were never less than reliable, if a little wooden in their responses in one or two places.

Stephen Pettitt

## London débuts

## Forthright lyricism

captivated by Edmund Clonck's *Dancing with a Phantom*, which, though harmonically traditional, is suitably arcane, and Miss Coleman with her impeccable regard for sonority enabled it to emerge as genuinely inspired.

James Methuen-Campbell

The Swiss pianist Bernard Demierre is evidently a player with some forthrightly individual views. In his reading of the F sharp minor Prelude and Fugue from the second book of Bach's *The Well-Tempered Klavier* he made as much clear with a Prelude that was despatched with unceremonious haste and a Fugue which, on the other hand, managed to lose all its nobility by being taken so deliberately, though without very much detail in the phrasing.

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# Conjuring up the money mandarins

One man particularly enjoying the run-up to the Budget is the Chancellor's former adviser, Sir Adam Ridley. Sir Adam was knighted for sweating through no fewer than six Budgets as the chief political cog in the Treasury machine; now he is viewing the process from the comparative tranquillity of Lord Gownie's mini-department of the arts.

For the making of next Tuesday's Budget is hard going for the small core of Treasury people fully involved; and the core has shrunk, and the pressures have increased, with Treasury nerves about security in recent years.

Senior Treasury people spend their weeks of purdah working long hours and passing their furchtums together to provide each other with alibis in case of leaks. Those out of the know operate less efficiently, out of ignorance: the Treasury's relationship with other departments, never warm, cools to sub-zero temperatures as the Budget approaches.

Mrs Thatcher, who amply fulfils her antique title of "first lord of the Treasury" is obviously the most important influence on the Budget. This year, she is buttressed by Lord Young, who, with a seat in the Cabinet, is arguably the highest-ranking economic adviser in history. Otherwise, the making of the Budget is very much an internal Treasury affair. The Cabinet gets its chance to sound off early in the process; but will not learn the Chancellor's decisions until the morning of Budget day.

Competing for the Chancellor's ear are his four junior ministers, and the top civil servants with offices around the circular centre of the Treasury rectangle on the corner of Parliament Square. In Sir Geoffrey Howe's day, the Budget Committee grew to include almost any official with something to say; one of his mandarins was heard to mutter techily that if the office cat wandered in, the Chancellor would ask its opinion.

Under Mr Nigel Lawson, the Treasury is much less collegial; some now say too centralised. His key men are his permanent secretary, Sir Peter Middleton, and his chief economic adviser, Sir Terence Burns. Middleton and Burns enjoyed a close connection with the Chancellor in his previous Treasury incarnation as Financial Secretary, when the medium-term strategy that still governs annual budget-making was being forged; but their routes to the top of the Treasury pile were very different.

Middleton is a career civil servant who progressed up the internal ladder of Treasury advancement, serving as private secretary to two Chancellors (a sure mark of great things to come). A spell as press

## The Times Profile: Brains behind the Budget

secretary took him out of the usual track; a job he did with flair and every appearance of enjoyment. (It is an odd quirk of fate that the Treasury should be at odds with the Press and Parliament at a time when it is run by an ex-journalist and an ex-press officer.)

Grey-haired, spectacled, tall, thin and amusing, Middleton is the archetypal Treasury boffin: he is also less of the polished mandarin than his predecessor, Sir Douglas Wass.

Although Burns has, after five years in the Treasury, adapted somewhat to the Whitehall image (knighthood, shorter hair-cuts) he is very definitely an import. Sir Geoffrey Howe brought him in as chief economic adviser in 1980, aged only 35: an academic outsider, a miner's son from the North East, newly-appointed Professor of Economics at the London Business School. It was a bold choice, which

## Although the ritual of consultations goes on, decisions have been made

Burns's easy ability to deal with the strange inhabitants of the government zoo and his undoubted forecasting skills are widely agreed to have fully justified.

For Budget-making involves two parallel though linked activities: the choice of tax measures, and the preparation of an economic forecast incorporating them. Co-ordination is the job of the central unit in the Treasury, now run by Tony Battershill, a taxman, borrowed from the Inland Revenue and about to return there as heir-apparent to Sir Lawrence Airy, the present Chairman of the Board of Commissioners.

Both forecasts and measures are pumping through the system well before Christmas. One forecast is produced and published with the "Autumn Statement", usually in November; this pencils in a figure for tax cuts or increases, if the Chancellor is to stick by his medium-term strategy.

Then the serious lobbying begins. The Treasury is, of course, only too

well aware of what the visiting armies of pressure groups paying less-than-courtesy calls on the Chancellor will have to say. Other people can use the Treasury model to test their own theories about what he should do - but not precisely the model the Treasury is using - although it is nowadays obliged by statute to release the set of equations that make up its "model". The published edition is slightly out of date. The model is being changed all the time, on the basis of new information or Treasury theories as to how the economy behaves.

Forecasting is the business of Burns and his economists, up to the final numbers, where it becomes as much political art as mathematical science. This is inevitable; but there remains an important sanction - the Chancellor is not lightly forgiven for a duff forecast. Meanwhile the central unit has been compiling huge lists of possible Budget tax changes.

The process works by deletion: suggestions are struck off the list until the hard core of Budget decisions remain. Although the ritual of consultations with outside bodies goes on up to a few weeks of Budget day, most of these decisions are taken much earlier than is publicly supposed. Under Sir Geoffrey Howe, the tradition began of a weekend think-in at Chevening in January.

Chevening is the historic house in Kent bequeathed to the Government by the late Lord Stanhope. It was accepted and used half-heartedly, to prevent it passing under the terms of his will to the American government; but its annual invasion by the Treasury is now a central part of the Budget ritual.

This year, the Chevening weekend coincided with the worst of the sterling crises, overshadowing the Budget discussions. In previous years, very little has changed from the shape of the Budget decided in the library at Chevening.

The participants are the Chancellor's junior ministers, his top civil servants, and advisers. Chief of his ministers is Peter Rees, the Treasury's second Cabinet minister, with the thankless task of managing public expenditure. Running down the pecking order, next comes John Moore, financial secretary; Barney Hayhoe and Ian Stewart.

Though each can have his say, the role of junior ministers in Budget making is at best peripheral. The system is geared to providing what one top Treasury official calls "a Rolls-Royce service" for one man: the Chancellor. His personal support system is headed by his private secretary, Rachel Lomax, a rare female among Treasury high-fliers; his present political adviser, Peter Cropper, who has been in and out of



Calling the tune: clockwise from Nigel Lawson (bottom left) Tony Battershill, Sir Terence Burns, Alan Bailey, Rachel Lomax, John Moore, Sir Peter Middleton and Peter Rees

the Treasury and Conservative Research Department for years; and his press secretary, Robert Culpin.

The focus of the Chancellor's support staff is the Budget speech. Last year, Lawson was generally agreed to have overloaded it with the kind of monetary detail he loves but the Commons hates. This year, he may take more care with presentation. For while last year's Budget proved unexpectedly popular (the Treasury was braced for a general attack), it will not be easy to repeat the trick this time.

The Budget speech can be - and is - altered right up to Tuesday morning. By the day after tomorrow,

however, the last draft of the famous "Red Book" of forecasts and measures has to be sent to the printers. For this most sensitive of all government reports, the Chancellor uses a secure printer buried next door in the Foreign Office.

In the Red Book, therefore, the predictions of the forecasters and the decisions of the taxmen have finally to be reconciled. Some of the measures which arouse heated discussion have very little impact on the main forecast of inflation and output, still less on unemployment (which the Treasury never publicly forecasts and pretends it does not predict at all - a conventional lie).

But all have their implications for the central figure of the Chancellor's strategy - the public sector borrowing requirement.

The expenditure side of the Chancellor's sums has been fixed months before - and published. Mr Alan Bailey, the mild-mannered Treasury man in charge of the spending numbers, has completed his main input by the time the Expenditure White Paper is published. Even so, tax changes may shift the figures - if, for example, the Chancellor decides to alter national insurance.

Meanwhile, forecasting the impact of tax changes remains

frighteningly difficult. Not only do certain taxes depend on such volatile imponderables as the exchange rate, but changes in other taxes will have effects on human behaviour at which the Treasury and Inland Revenue can honestly only guess.

Reducing the Budget to a set of forecast numbers is the living embodiment of the old joke about Treasury concerns. They are summed up in the Treasury official's question, which is too good to be apocryphal: "That's all very well in practice - but what's it going to look like in theory?"

Sarah Hogg

## ORIGINS OF THE BUDGET



The Jewel Tower, oldest surviving home of the Treasury

It was the Normans who created the "exchequer" of which Mr Nigel Lawson is Chancellor.

The word comes from the Latin "exchequerium", meaning a checker-board, because the money was counted out on a squared tablecloth. The lower exchequer was a kind of receipts office for the King's Treasury; the upper a court of law, to which the Chancellor acted as secretary, attending the court to settle the monarch's accounts.

The oldest surviving physical embodiment of the Treasury site alone and almost unnoticed across the busy road that carries traffic past the Houses of Parliament and Westminster Abbey. This is the tiny Jewel Tower, built to hold Edward I's liquid assets in the form of gold and jewellery in the 1360s.

As the centre of government shifted to the Palace of Whitehall, so the growing Treasury found a variety of homes. The "old Treasury", where the Cabinet office now sits, rambled over the site of what would now be called the sports complex of Henry VIII's palace. Gradually the Treasury shifted along to its present home in Brydons' late Victorian offices on the corner of Parliament Square.

This imposing position is, however, somewhat misleading. In terms of manpower, the Treasury remains one of the smallest departments of government. It employs a mere 3,600 - only about a third of the manpower of the Ministry of Agriculture, for example, and only about three per cent of the workforce of the Department of Health and Social Security.

## The toughest role on the US stage

Peter Sellers is a wisp of a man who slips into a room almost apologetically. His slight, 5ft 2in frame is dwarfed by an ill-fitting kimono (he prefers them to sports jackets). His spiky honey-brown hair shoots off in all directions, without benefit of gels, sprays or contemporary beauty aids.

This is the first impression of Sellers, the man who would be king of the American theatre. There is little outwardly to suggest that he is anything other than an aspiring young actor, intent on surviving in the coffee-house circles of Boston and New York's Greenwich Village. But this is the Peter Sellers who has been given at 27 the formidable task of achieving what Britain's Sir Peter Hall did not attempt until the age of 42.

From relative obscurity as director of the Boston Shakespeare Company, he has been chosen - anointed if you will - by the Kennedy Centre's venerable Roger Stevens to create the first American National Theatre.

Critics react to Sellers' work with the same intensity as audiences: they either love it or hate it. The following reviews were written about the same production. Sellers' interpretation of Mozart's classic opera *Così fan tutte*.

From the *New York Times*: "At age 27, Mr Sellers has put himself in the forefront of those who believe the only way to interest audiences in opera is to turn it into high kitsch or low burlesque." "Everything that happened made excellent musical sense. He trusts great composers, doesn't try to vary or improve or criticize their work, but stages their scores as vividly as possible."

How does Sellers respond to the controversy? With pure, unmitigated delight. He clearly believes that audiences and critics need a good shaking up. "People really do not feel in America that they are allowed to hate something," he says. "That's too bad. You should go to the theatre the way you make a friend. You must build a long-term relationship, get angry, demand change, figure it out."

The standard theatre fare being served up to Americans he regards as so much pap. "It's Gerber's (a popular brand of strained baby food)," he says. "All texture has been removed. We have been reduced to the lowest common denominator. Many chose not to survive

his production in Boston of *King Lear*, in which Lear arrived on stage in a Lincoln Continental and the final battle became a nuclear holocaust. For the last 45 minutes of the play the audience was literally blinded by powerful headlights flaring from every corner of the stage.

His personal ego may be small, but his artistic ego looms very large. "All I have is my work and, if I alter it, where am I?" he asks.

What is his view of theatre in America? How does he plan to shape from an ethnically diverse society a national theatre?

He plans to do it slowly, spending an estimated \$5.5 million a year over a five-year period on works to be shown in the Kennedy Centre's three main arenas: The Eisenhower Theatre, where five new plays will be featured each season; the largely unused Theatre Lab for experimental work; and the Terrace Theatre for productions imported from other theatres across the country.

During a period of massive Federal budget cutting, Sellers' National Theatre will be "heavily subsidised", but he does not plan to ask the government for one cent. He has a pledge of more than £1.8 million a year from the Kennedy Centre, plus box-office revenues. The rest he plans to raise from corporate America and wealthy individuals. "We shall be reinventing how theatre is financed," he says.

Sellers says he plans to "reclaim Shakespeare for the American theatre". He is convinced that Shakespeare gave birth to the American theatre in the 19th century when Edwin Booth played *Hamlet* at mining camps in rough frontier towns.

"Shakespeare was the populist American playwright of the 19th century," he says. "His words were spoken in an American accent with a Virginia lilt, far closer to their original sound than the 'flutings' of today. The 19th-century melodramas were modelled after Shakespeare. It was good theatrical theatre. I want to reinvent American theatre with rhetoric."

At the end of five years, which is when Sellers wants to be judged, he hopes to have created a theatre of made-in-America work that reflects the broad diversity of what playwrights and actors are doing across the country.



Peter Sellers: "Whiz kid"

On Broadway, among the entrenched theatre establishment, there is scepticism about Sellers himself. There he is remembered for his biggest flop when he was hired to adapt and direct the musical *My One and Only* as a vehicle for Tommy Tune and Twiggy to sing and dance to the Gershwin brothers' snappiest songs. It was his first and only encounter with Broadway. He was fired before the show left New York for its first tryout in Boston.

But Sellers, not unaware of the criticisms and the difficulties (he has read Sir Peter Hall's diaries from cover to cover), says his theatre will succeed largely because he has a secret weapon in Roger Stevens,

chairman of the Kennedy Centre.

Why did Stevens, a formidable fundraiser for the theatre, pluck Sellers from relative obscurity to create the National Theatre he has dreamed of for close to a decade? Stevens says: "Older people are always looking for younger people with talent. It is quite an opportunity for the Kennedy Centre to have this young genius working for it."

His impression of the "genius", however, is based on rhetoric rather than substance. Stevens met Sellers at a backers' audition for *My One and Only*. What Stevens wants in a National Theatre is a loose association of actors, directors, and designers doing exciting work along the lines of Britain's National Theatre. Sellers believes he can deliver by 1989. Those who have seen his best work - the Boston Shakespeare production of *Pericles, Prince of Tyre*, directed by Tim Mayer, who wrote the book for *My One and Only* and starring Linda Hunt; and the American premiere of the Peter Maxwell Davis Opera *The Lighthouse* - are inclined to agree.

But others say this Harvard University "whiz kid" is either a genius or the greatest con artist of all time. It will require the full five years to make that judgement.

Bailey Morris

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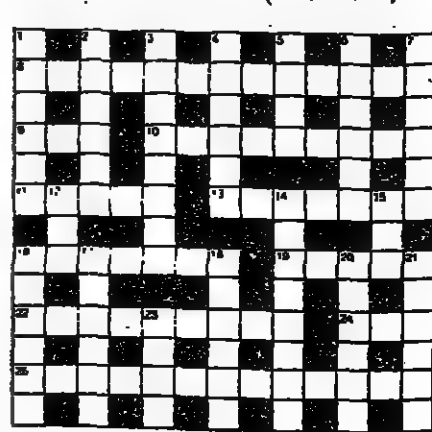
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## CONCISE CROSSWORD (No 594)

- ACROSS  
8 Independent person (13)  
9 Performing pair (3)  
10 Upper lip hair (9)  
11 Meal eater (5)  
12 At that point (7)  
16 Nazi police (7)  
19 Casual (5)  
22 Recurring theme (9)  
24 Female (3)  
25 Britany dept (4,2,7)  
DOWN  
1 Breathless (by)  
2 Be next to (6)  
3 Hall Mary (3,5)  
4 Regulate (6)  
5 Utter fiercely (4)  
6 Ring (6)  
7 Scattered (6)  
12 Nigeria cocoa towns (3)  
14 Michael Foot's seat (4,4)  
15 Ounces (3)  
16 Under Milk Wood (7)  
17 Snappy (7)  
18 Divert (7)  
19 Enrol (7)  
20 Pork (7)  
21 Open ended (3)  
22 Therm (4)  
23 Sedan (5)  
24 Dog (5)  
25 Sum (4)  
26 Enrol (7)  
27 Taken (7)  
28 Moonshine (14)  
29 Wide (5)  
30 Dumb (5)



- 16 Hunting guide (6)  
17 Smother (6)  
18 Eight note interval (6)  
20 Rappel (6)  
21 Cricket team (6)  
23 Humble (4)

SOLUTION TO No 593  
ACROSS: 1 Profit 4 Sadism 7 Reed 8 Endogamy 9 Vehement 13 Maw 16 Under Milk Wood 17 Bad 19 Loudness 24 Advocate 25 Pick 26 Snappy 27 Divert  
DOWN: 1 Pork 2 Open ended 3 Therm 4 Sedan 5 Dog 6 Sum 26 Enrol 27 Taken 28 Moonshine 29 Wide 30 Dumb 18 Arden 20 Ovary 21 Dread 22 Do up 23 Kent



صدا من الاصل

## The fear of death in old Greenland...

FICTION

Antonia Byatt

THE TENTH MAN  
By Graham Greene  
The Bodley Head, 16 95

Fortunate Graham Greene to have a talent so inventive that he could "lose" a story as good as *The Tenth Man* for 40 years and not notice it. It lay in the archives of MGM, not a film treatment, but a written tale, which Greene now finds "very readable".

Its plot is simple and arresting. A group of French prisoners in the war are faced with a decision: to resist or to capitulate. They draw lots: a rich man, Chavel, is one of the three chosen, and pines, offering all his property for his life. A young man, Janvier, takes him up for the sake of his family. After the war, destitute, Chavel is drawn back to his house, now inhabited by Janvier's mother and sister, who is activated by the unknown Chavel. He stays on as an odd-job man, under the name of Charlot. A collaborator, actor, all vulgar, greed and cheap melodrama, arrives and says he is Chavel.

The scene in the prison is masterly. Greene's novels are all death-directed: his people make sense of their life, if they die, in terms of its inevitability. Here the physical, moral and metaphysical terror are the reader's: the men are hunted, like and subordinated in their task of deciding how to choose who shall be shot, and administering the lottery. They are minimally characterized, and unforgettable. The tension is terrible as Chavel sees the odds swing for and against him in the draw. The other two chosen men are restrained and still: Chavel is "daunted by the courage of common men", an authorial resonance which detracts from the understated exactness of the rest of the drama.

In the second part Chavel, like many of Greene's hunted characters, makes instinctively for home. Home as a bolt-hole always disappoints Greene's people. Greene wrote an essay in the war called *Hume* which opened with visual images of houses ripped apart by bombs, the vista of dust from behind dangling gas-cooker and geyser. Home is a flimsy protection: the truth is threat, decay, and death. Janvier's family have not colonized beyond Chavel's kitchen. There is a sense of deterioration.

Janvier's mother, Therese, tells the disguised "Charlot": "You can't tell me he (Chavel) was unlucky. That thing happens to everyone else. All one's life one has to think 'Today it happens to you'... When it happens you know what you've been all your life." This is a moral crisis of a slightly different kind. Therese is saying that under extreme stress a man may discover his true nature: the

lottery said that any man at any moment may have to contemplate his own imminent death. The dissimulating dialogue between Therese and Chavel may indeed develop their "true natures", which are theoretically thrown into further relief by the arrival of the wholly untruthful and unscrupulous Carriere. But in this dialogue Greene the puppet-master can be seen twitching the strings to get his people to strike interesting attitudes, choreographing their moral moves. Much has been made of Greene's use of the techniques of film in his novels: shifts of focus, suddenly glittering views of significant things. But the analogy for *The Tenth Man* is surely the stage play. It is a classic three-act working out of the sort of problem of identity and responsibility in action which the stage deals in.

Greene said, famously, that the death of James had been made of Greene's use of the religious sense, and with it the sense of the importance of the human act. Woolf and Forster he said, created characters who "wandered like cardboard symbols through a world that was paper-thin." In his essay on Conrad he claimed that all Conrad retained of his Catholicism was "the ironic sense of an omniscience and of the final unimportance of human life under the watching eyes." Here is a paradox: important, unimportant. The chills of Muriel Spark, the modern predilection for Waugh's grimly comic vision of the futility of his characters' caperings over Forster's humanism, have given us a taste for contrived fiction where a certain cardboard or puppet-like quality in the characters is part of the pleasure and the point. The moral ferocity is legitimately the author's. We see a different Greene in the 1980s from the one we saw when *The Tenth Man* was first written. We have lost our taste for amplex. The truth is that Graham Greene's characters are both "important" and "unimportant" in his terms. Chavel works out his fate and we are precluded from becoming deeply involved in that fate by the sense that he is a specimen. But the scene in the prison makes us imagine any man. Everyman, well-behaved Frenchmen, ourselves, faced with horrors which are wholly important.

## ...and fear of death in the new novels

Gay Firth

THE ANDERSON QUESTION  
By Bel Mooney  
Hamish Hamilton, £8.95HOSTAGES TO FORTUNE  
By William Humphrey  
Alison Press/Secker & Warburg, £8.95THE SWIMMING POOL SEASON  
By Rose Tremain  
Hamish Hamilton, £8.95

No letter was found at the time. No remembered confidence, no conversation, no past or present knowledge of David Anderson, husband of Eleanor, father of Paul, respected friend and local GP, surfaced to explain why the man went missing. The dead: still less why he died by his own hand. The post-mortem report was at once conclusive and inconceivable. Like death itself, it fact.

Bel Mooney deserves readers as well as a medal for bravery. Her second novel is a graceful, carefully untheatrical read. But she holds a looking glass to our fear of death and of the unknown beyond the grave, compounding it with unforgettably recognizable and ordinary experiences of living-and-paralyzing death: this side of the doorway, a starving insufficiency of human love, and the reality of human loneliness. These mighty themes - the apotheosis of abstract grandeur - shrink into transitory domestic actuality in the suicide of "a happy and well-loved man".

Only old Conrad Hartley, "a great deal older than David", seems to understand it a bit. Alone with books and dusty furniture and the intuitive guesswork of his genealogical research, the dailiness of life overlaid with squalor since the death of his beloved wife 21 years before, Conrad has served that "most of us tend to remain strangers even to those closest to us", suggesting, gently, that David's only real relationship was with David.

Miss Mooney has done a lot of wise thinking. Men and women isolated in confusion, innocence, or quiet desperation along the edges of this neatly woven, relatively undemanding, everyday mystery of middle-class country folk, their every-day perceptions of life and death fortunate for six by outrageous fortune.

The long hand of coincidence casts other images of death and its consequences this week: more overtly "literary" in style than Bel Mooney's agreeably plain prose; less readable, though powerful and moving, through overly lyrical acquiescence with grief. "Now in the courtroom of death held center stage."

American imports studded with this sort of thing do not travel in perfect comfort to this column. William Humphrey is an admired, serious novelist, but the complex meditations

here show internal over external activity to a degree greater than all but the most dedicated doom-laden followers of fiction seem likely to approve of. Between his 48th and his 50th birthdays Ben Curtis has lost a student son, a lifelong friend, a great deal of weight and, it appears, all reasonable hope of emotional equilibrium, never mind earthly happiness, now that his wife Cathy has gone off to live alone with grief.

Once again, suicide stands at the apex of different kinds of death and mourning. Again, there is no note, no known reason. Ben, who used to like fishing, goes fishing again. Fishermen, read on. One man and his rod, with patience, land a weighty novel safely.

Rose Tremain's fourth novel is a glum reading if you are trying to lose weight. It is a catalogue of delicious food: cartloads of calories crowded on tables in the little village of Pomeroy, in the Dordogne, and its bigger, superficially more sophisticated sister under the skin of North Oxford. Mutually reflecting examples of eroticism shut back and forth across the Channel "like those David Cockney painting, this loops of brightness and all the lying people in their skin repeated. I can imagine very good. No?"

Sadly, no; not even with a French accent. The summer sunshine seems synthetic; there is more colour than *Douceur de la vie* in Miss Tremain's knowing ironies and sparklingly self-conscious sentences, stylish as they are. A large cast - led by Larry and Miriam Kendall, the one planning his swimming pool against the implacable resistance of bossy Mme de la Brosse, the other recalled to a dying mother's arrogant glamour in Oxford - breaks the novel into less than the sum of its parts. "Miss Ota's regrets..."

Readers of Jane Austen's *Persuasion* will recall Sir Walter Elliot of Kellynch Hall, "a man who for his own amusement never took up any book but the *Baronetage*; there he found occupation for an idle hour and consolation in a distressed one... he could read his own history with an interest which never failed". Earl Mountbatten of Burma probably did not think much of baronets - or even ears, though he was quite keen to be one - but he was perpetually fascinated by his own pedigree. His biographer tells us that he seldom read any books for pleasure except works of genealogy. Mountbatten would relax over the tapestry of his ancestry, enumerating the generations which separated him from the Emperor Charlemagne and marvelling at the intricate web of cousinship which bound him many times over to the Wittelsbachs and the Romanoffs, the Habsburgs and the Hohenzollerns. He had another trait in common with Jane Austen's baronet: "Vanity was the beginning and end of Sir Walter Elliot's character; vanity of person and vanity of situation." But unlike Sir Walter he had a great deal to be vain about. Just how much is the theme of this excellent book.

Philip Ziegler has had access to all the archives, he writes very well and he treats his subject with realistic candour as well as sympathetic affection. There is nothing starry-eyed about his approach. Official biographies can be suppressive, defensive, and eulogistic. Mr Ziegler has enjoyed all the facilities which the family could give him, but he has suffered from none of the restrictions which families sometimes impose. This is a brilliant biography.

If ever a man was born with the proverbial silver spoon in his mouth it was "Dickie" Mountbatten. He was related to almost all the royal families of Europe. He

MOUNTBATTEN  
The Official Biography  
By Philip Ziegler  
Collins £15

was a second cousin of Edward VIII and George VI. He was uncle of Prince Philip, and he was a son of Prince Louis of Battenberg who reached the top of his profession as First Sea Lord. In 1922 at the age of 22, Mountbatten married Edwina Ashley, one of the greatest heiresses in Europe and grand-daughter of Sir Ernest Cassel, the multi-millionaire financier who advised Edward VII on money matters. She was also descended from the famous evangelical reformer Earl of Shaftesbury whose wife, ostensibly a daughter of Earl Cowper, was widely, if unprovably, believed to be a by-blow of that indefatigable amorist, Lord Palmerston. Edwina inherited his country house, Broadlands, and perhaps something of his disposition. "Edwina and I spent all our married lives getting into other people's beds," Mountbatten half-jokingly recorded; but she began the trouble. He felt her infidelities deeply and was saddened by her lack of love and her frequent absences. It was not a happy marriage and may have been one of those "springs of action", as Bentham called them, which spur a compensatory ambition.

Two other "chips on the shoulder" could have had the same effect. His royal ancestry through a morganatic marriage seemed slightly dubious to the Germanic pre-1914 world of titles, precedence and protocol; and the treatment of his father, driven out of his post in 1914 by an ignominious anti-German campaign in the gutter, ranked bitterly. Mountbatten never ceased to maintain that it fuelled his own eventually successful ambition to become First Sea Lord. Churchill was First Lord of the Admiralty in 1914. Did he feel that in promoting the son in the Second World War he was making amends for his treatment of the father in the first? We can but speculate.

Mountbatten's rise was certainly extraordinary. Every allowance may be made for royal connections, immense wealth, intimacy with the corridors of power, perpetual energy, great good looks. But he

## BOOKS

### Tricky, chippy, vain, but a genius

Lord Blake reviews  
the last Viceroy's  
official biographyMOUNTBATTEN  
The Official Biography  
By Philip Ziegler  
Collins £15

would never have got where he did without an element of genius, however defined. In October 1941 after a bad record as a commander of destroyers - he was regarded as both reckless and second-rate - he was made Adviser of Combined Operations and seven months later Chief. There followed the Dieppe fiasco with heavy Canadian casualties and negligible results. The disaster was by no means all his own fault, but he was unwontedly defensive about it for the rest of his life. Then in August 1943 Churchill made him Supreme Commander in South East Asia. He was the fourth choice, but it was an amazing promotion nevertheless, and very successful.

Like Montgomery he had the optimism (though in his case often unwarranted), the oratory, the panache, the style, the conviction, which were needed to encourage forces whose morale was at its nadir. Even he was astounded at his own appointment, though in no way modest about his ability to cope. But he dreaded the loneliness of supreme command. He wrote a rather touching letter to his wife asking her to come out to Delhi with him. It fell on stony ground. He was impetuous and he made mistakes. He was not a good judge of men, and he was wildly extravagant, especially over staff. But in Singapore on 12 September 1945 he formally received the surrender of half a million men of the Japanese forces.

His most controversial role was still to come. Lady Mountbatten was a left-wing figure. "Dickie" less so but inclined that way. Their beliefs did not of course preclude a millionaire lifestyle, but their sympathies were anti-colonial and favourable to nascent nationalism. In 1947 he became Viceroy of India with the task of liquidating the British Raj. The upshot partition and massacre - was, as Mr Ziegler shows, not the Viceroy's fault nor the result of his insistence on speed. Delay would probably have been worse. But he was never forgiven by the old Anglo-Indian world, and the widespread belief that Nehru was Edwina's lover did not help.

He returned to the Navy, commanded the Mediterranean Fleet and then became First Sea Lord. Only to be involved in one of the traumatic episodes of the time - the Suez Crisis. Mr Ziegler's book is fascinating on this subject. The degree of opposition to Eden's venture from Mountbatten and the other Service Chiefs has never before been so clearly revealed. Mountbatten almost threw in his hand, but he decided, after drafting two letters of protest which he never sent, and offering a half-hearted unacceptable resignation just before the attack on Egypt, that he could do no more. The professional head of the Navy cannot resign because the Government is waging a war of which he disapproves on moral and political grounds. Technical or military reasons are another matter but these were not the problems.

Mr Ziegler deals with much more of post-war defence history than Suez, and his book will be a major source for many years to come - the great battle with Duncan Sandys, the whole question of a unified system and Mountbatten's hostility to nuclear weapons. When he finally retired as Chief of Defence Staff in 1965 there was a sigh of relief among the professionals. One can see why and understand, but his departure was the eclipse of a genius - a genius nevertheless. Although Mountbatten would have disliked much of it, this book is a wonderful portrait of an extraordinary man.

## Slim Falstaffs and student princes

Ned Sherrin

O.U.D.S.  
A Centenary History of the  
Oxford University Dramatic  
Society  
By Humphrey Carpenter  
Oxford, £12.95

Nevill Coghill's Ariel skipping into the night across the lake in Worcester College gardens; Nevill himself, "beaming like some enormous shaggy school-boy"; Burton booming Angelo over the cloisters of the House, a couple of yards away from talent-scouting West Enders; young John Gielgud painstakingly pushing poetry into undergraduates inspired by the presence of young Peggy Ashcroft and fairly young Edith Evans, while young Terence Rattigan "put up his pipes" to unwanted laughter; Reinhardt staging *The Dream* half way to Headington; Emyln Williams hanging hopefully around the club rooms in George Street and making one beer last a whole term; Tynan's Hamlet, Wickham's Hamlet, Playfair's Hamlet, Benson's Boncher, H. B. Irving, Lady St Leonards' Mistress Quickly refusing point blank to sit on an undergraduate Falstaff's knee; Lady Radnor's strings sawing away during interminable scene changes: hot

water-bottles and blankets, gaits and cushions and hard seats... A hundred years of bright theatrical images make up Humphrey Carpenter's History of O.U.D.S. Some of those splendours we saw with our own eyes. Others we have heard of so often that we think we have seen them and, perversely, they are the most vivid. Mr Carpenter divides his account into nine ages and might have taken a hint from Shakespeare in that the first seven are by far the most entertaining. The glut of productions in recent years makes the last two chapters too crowded, give or take a glimpse

of Peter Parker and Shirley Williams as Lear and Cordelia and a growing list of potential professional actors. Earlier Mr Carpenter has rescrumpled earlier histories of the Club amusingly and immersed himself in its records to good effect.

Although the national papers no longer cover amateur performances, undergraduate eyes are still set on London agents and impresarios as the names in Mr Carpenter's last chapter testify - Philip Franks, Diana Quick, Mel Smith, Rowan Atkinson, Charles Sturges, Stephen Oliver - though he correctly makes the point that Oxford's impact on theatre outside the university is not as earnest as that of Leavis-oriented Cambridge.

How vital to theatrical politics and the gossip of the Playhouse coffee bar seemed when we were up. My own brushes with the O.U.D.S. were insignificant. Rejected as Sir Toby to Maggie Smith's Viola;

sacked by John Wood after one rehearsal of *Titus* *She's A Whore* for E.T.C.; Good Fairy in an O.U.D.S. *Cinderella*, backed by a future Chancellor of the Exchequer as one of "Les Boys"; I remember best the next year's *Sleeping Beauty* for which the Rev. B.D.F.T. Brindley (now the scourge of the Synod) furnished a Broker's Map with a perfect couplet on finding a letter posted on a forest tree: "It would have been less heterodox, if he had put the letter in the letter-box."

Mr Carpenter prompts more important memories: John Wood's dangling tit earring for his Oric and his dangling tit Richard III. Nevill's opening volley of arrows scaring his audience into *As You Like It* and Hymen's fifteen minute progress letting them out of it. In between it was pretty terrible; but so was most of O.U.D.S. fare. Mr Carpenter's book will be richly rewarding for those who agree, and for those who remember it more rosily.

## The disciplines of a short sharp war

John Jones

NO PICNIC  
By Julian Thompson  
Leo Cooper/Secker & Warburg, £12.95

This particular story opens at 3.15am on Friday, April 2, 1982, when "lung-ting" - and there was General Moore on an open line to Julian Thompson: "You know those people down south: they're about to be invaded. Your Brigade is to come to seventy-two hours' notice to move with effect from now."

We have already had two excellent books about the Falklands War, one from the veteran reporter Max Hastings who got himself heavily disliked by other journalists for his ingenious and trusting methods and no doubt simply for his success; the other from a fairly junior participant, Hugh McManners, whose flair for detail gave colour, surprise, memorableness, to a Captain Worm's eye view.

And now the narrative of 3 Commando Brigade, an elite mix of Marines, Paras, Gores (SAS and SBS), logistic men, all those who began putting their amphibious act together in the early hours of that busy Friday. Then there were heli-

copter pilots, and signals (including unlike Army brigades, air defence and small riding craft), and mountain and arctic specialists. No picnic. But it certainly looked like a party. I am reminded of Captain Strahan's picture of life on the Somme: "My dear, the noise - and the people!"

This is an astonishingly direct and open book by a man working under the dual constraint of the Official Secrets Act and of being still a serving officer of course it has its silences. For example, the Americans. We knew at the time they were important for

fuel and for some weapons, particularly the improved Sidewinder, but we don't even hear that much from Thompson. I had assumed we were reading Argentine ciphers, and I go on assuming - with no encouragement. I wonder why we were caught napping despite Endurance's presence and Captain Barker's warnings. I wonder how long the islands will be defensible against new weapons and tactics. The enemy must have learnt something too.

Other silences are, so to say, compassionate. Welcoming the CO of the Welsh Guards, Thompson remarks sombrely that the heavy casualties at Fitzroy "were not of his making". But he does say that 5 Infantry Brigade "had come south with inadequate logistic support", and I guess from his repeated requests, repeatedly refused, for 40 Marine Commando in the final assault, that

he knew who his fittest troops were.

Modesty is also a great silence. General Moore told the world that the land plan was Thompson's, and its initial execution, and that his own main job was to deal with the High Command at home while Thompson got on with winning. You hear none of that in the narrative of 3 Commando Brigade in the South Atlantic.

For the ordinary reader, it is a glimpse of real and timeless war. Boredom. Fatigue. Filth. Muddle. Soft cursing in the dark. The sudden extreme youthfulness of wounded men. "Pray for our souls, Vicar."

As military history, it is a cautionary tale. We got away with seriously few specialized ships, not quite make and mend, though requisitioning merchantmen and heading south, and hoping, cannot be the best idea. The lesson is calculated during team-work with solo stuff, rehearsal with improvisation. There are perhaps no new rules in war, but the old ones have a way of being forgotten.

## A rebel who might have led Labour

John Campbell

HUGH DALTON  
By Ben Pimlott  
Jonathan Cape £25

Who now remembers Doctor Dalton? Compared with the other dominating personalities of the Attlee Government, his name conjures little but a dim memory of a foolish budget leak. Whereas Bevin and Morrison, Cripps and Bevan all gave their names to some distinctive strand in the subsequent history of the Labour Party, "Daltonian" came to be a byword merely for unscrupulous intrigue. He seemed destined to live on only as the gossiping diarist in the biographies of others. This was grossly unjust, for no one - not Bevin, nor Morrison, least of all Attlee - did more to guide and shape the policies of Labour in its creative years than did Hugh Dalton.

This injustice is now handsomely amended in a deeply satisfying biography which is at once authoritative on Dalton the outwardly self-confident politician - "egotistical, noisy, rumbustious, conspiratorial and impolite" - and sympathetically illuminating on Dalton the troubled, flawed and contradictory private man.

His antecedents were the oddest of any Labour politician. His father was Canon of Windsor and adoring tutor to the future George V. His personal rebellion was therefore not against the middle but against the upper class. For this defiance he was loathed by the Establishment, from the Palace downwards, with a loathing never remotely felt for other public school socialists like Attlee or Cripps. It was the strength of this royal disfavour, Ben Pimlott convincingly speculates, which denied Dalton the Foreign Office in 1945.

But there were other strands in his socialism. Dalton's governing ideas were formed at Cambridge, at the King's of Keynes, Goldsmithy Lowes Dickinson and Rupert Brooke. He loved the self-regarding hothouse atmosphere, not exactly homosexual but "homoeotic", of male intellectual companionship pervaded by the intoxicating socio-sexual philosophy of Edward Carpenter; Dalton worshipped Rupert Brooke and one part of him never got over the tragic waste of his death. But he was also a Fabian: this both gave him roots in the Labour movement and stamped his socialism with a practical dirigiste bent.

Two years after his death was crammed with his former proteges. But there is a paradox here, for they were without exception Keynesian reformers, not socialists in Dalton's sense. Ultimately, Dalton put loyalty to his friends before politics. In the Cabinet crisis of 1951 he was torn, but backed by Gaiskell. Politically he should have been a Bevanite. In the end, perhaps, breeding told.

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## THE TIMES DIARY

### Panther division

A hunt was launched today to trace the MP, official, window-cleaner or whoever of the House of Commons who leaked a document to PHS following a vote in the House last night to refer me to the Committee of Privileges. The debate lasted a staggering one-and-a-half hours, and some 20 MPs spoke. *The Times* was reported to the Speaker by Sir Edward Gardner, chairman of the Commons Home Affairs Committee for disclosing details last week of the anodyne draft report of the committee's inquiry into the Special Branch. If found guilty by the Committee of Privileges, we would be called to the bar of the House and could face imprisonment, a fine or be barred from the precincts of Westminster. The last person jailed for such a crime was in 1880; and the last fine imposed in 1666. In yesterday's debate a succession of Labour MPs stood up and denied leaking the report. David Jenkins (Lab.), and member of the committee, said: "If I had leaked it I hope I would have the guts to stand up now and say so." While Renee Short (Lab.) said: "If I am going to leak anything I would not leak it to a disreputable paper like *The Times* has become." Robin Corbett (Lab.) a former journalist, said: "I am not going to say if I did or did not leak this alleged leak. This is not a court or a court martial." Dennis Skinner (Lab.) suggested Sir Edward himself might be the culprit. "He has put up the classic defence." As to the witchhunt, Skinner said: "You will need the Pink Panther to solve this."

● If PHS is condemned to the Scrubs, at least the regulation 41a deep bathtub can be in champagne. My nomination for the Business Woman of the Year Award, Anita Roddick of The Body Shop, came up trumps yesterday, bringing me a case of the award sponsor's *Veuve Clicquot*.

### Priorities

Shades of *Yes, Minister* at the Education Department the other day. In a rare moment of cost-cutting brilliance, Sir Keith Joseph suddenly asked his mandarins: "Why do we need a press officer? What do press officers do that cannot be done by regular civil servants?" Silly minister, sniggered his mandarins as they took the poor fellow aside to explain busy and clever officials just simply can't be exposed to these ignorant hacks. Teachers one can do without; press officers, never.

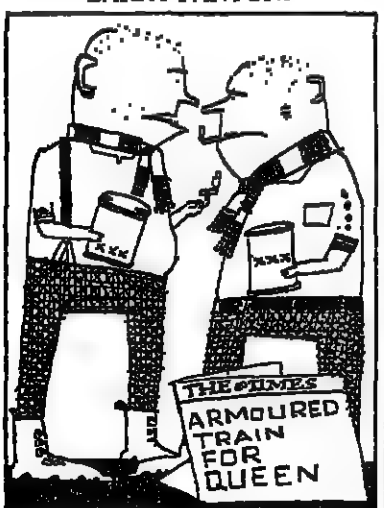
### No Lobby

So much for that bastion of free speech, the House of Commons. Its journal, *House Magazine*, invited CND leader Bruce Kent to write (gratis) an article for its centrepiece feature "Central Lobby". Kent obliged. He has now been sent a letter by John Healey (the assistant editor, although he refused to identify himself yesterday) informing Kent that it will not be used. A meeting with the chairman of the editorial board agreed that "Central Lobby" should be confined to "contributions from non-controversial organizations", writes Healey, whose invitation to Kent was "beyond these bounds". The editorial board, needless to say, has an inbuilt Tory majority.

### Controversial

*L'Humanité*, the French communist daily, quotes a telegram of condolence from the French Communist Party to the Soviet people as saying: "No one can forget the tremendous sacrifices made by your people in the fight against liberty." *Contre liberté*? A terrible mistake, said the paper yesterday.

BARRY FANTONI



"I had no idea Her Majesty was a Chelsea supporter"

### Not watertight

Surprise, surprise. Lord Lewin, the former Chief of Defence Staff, will not follow Ponting into the dock for allegedly breaching the Official Secrets Act. The Attorney General, Sir Michael Havers, has decided that Scotland Yard has not obtained sufficient evidence to prosecute Lord Lewin. He is alleged to have disclosed classified details about HMS Conqueror to Belgian authors Arthur Gavston and Desmond Rice. They were summoned to the Yard but, upholding journalistic ethics, refused to hand over transcripts or tapes of the Lewin interview. Meanwhile, a decision is expected soon on whether the Director of Public Prosecutions is to prosecute *The Observer* in the case of Ray Williams, the civil servant who is now serving six months for leaking MoD documents to the paper.

PHS

Bernard Levin: the way we live now

## The wartime Germans we should salute

participants in the bomb plot who lived to tell the tale, who were active anti-Nazis from the beginning, rallying the faithfews, seeking help from abroad, tending the embers against the day when they could burst into flame, never losing their courage and determination through all the years of frustration and lost hopes as Hitler went from success to success. Throughout the war, there were members of the German resistance who used their official positions to get vital information to the Allies, or who did what they could to jam the bureaucratic machinery of the Final Solution or help its intended victims to escape from Germany (or even - and in some ways these were perhaps the bravest of the brave - who hid Jews in their homes).

One of the July 20 conspirators, when he was sentenced to death before the infamous "People's Court" of Roland Freisler, spoke his own epitaph, and in doing so defined the whole history of those Germans who tried so hard to wrest back their country from the evil men who had stolen it: "A ship may sink," he said, "but it does not have to strike the flag."

When the bomb plot failed, von Schlabrendorff broke the news to one of his fellow-conspirators, General Henning von Tresckow, who declared that he would commit suicide, since "they are bound to find out about me during the investigation, and then they will try to extract the names of others from me". His last words, before he drove off to his death, were recorded by von Schlabrendorff, and are worth quoting in full.

Now they will all fall upon us and cover us with abuse. But I am convinced, now as much as ever, that we have done the right thing.

I believe Hitler to be the archenemy, not only of Germany, but indeed of the entire world. In a few hours' time, I shall stand before God and answer for both my actions and the things I neglected to do. I think I can with a clear conscience stand by all I have done in the battle against Hitler. Just as God once promised Abraham that He would spare Sodom if only 10 just men could be found in the city, I also have reason to hope that, for our sake, He will not destroy Germany. No one among us can complain about his death, for whoever joined our ranks put on the poisoned shirt of Nessus. A man's moral worth is established only at the point where he is prepared to give his life for his convictions.

Those who were in the German resistance and survived are now mostly dead. Well, 1944 was a long time ago. (One of the survivors is Otto John who, whatever the solution to the mystery of his subsequent career, was an active anti-Nazi from beginning to end.) But there is a generation of the resisters' children, now part of the democratic Germany their parents never lived to see, who could and should carry to Britain on May 8 the faith their fathers died for. The son of Claus von Stauffenberg, the man who put the bomb under Hitler's table, is now a colonel in the Bundeswehr; Manfred, the son of Field-Marshal Rommel, is the mayor of Stuttgart, and not long ago said bluntly "Thank God we lost the war"; the son of Count von Moltke, leader of the purest of all the resistance groups (the "Kreisau Circle"), still bears one of the noblest names and titles in German history; there are other sons and daughters, and widows; they should

all be conducted to their seats in Westminster Abbey to give thanks, for Victory in Europe, alongside those who fought against the same evil as did their honoured dead.

For surely the VE-day ceremonies will not be limited to retrospective rejoicing. Such an occasion would be shockingly incomplete if it did not also stress the theme of reconciliation. The friendship that has grown up since the war among Britain, France and Federal Germany has provided the cornerstone of European peace and security; such a historical triumph should be proclaimed, and the descendants of the Germans who gave their lives to bring that dawn nearer should be there to hear the proclamation.

I believe that the Prime Minister is a woman of sufficient imagination to see the importance of such an invitation; it is certainly the kind of gesture that would have come naturally to Churchill. Perhaps I can leave the theme for the moment by conjuring up a picture that should appeal not only to her but to anyone with enough historical understanding to take in its full significance. Not long ago there was a meeting between Manfred Rommel and Monty's son, the present Viscount Montgomery (of El Alamein, remember); it was, of course, a friendly encounter. Now would not the sight of those two sitting side by side in friendship say more than volumes about the peace that has followed the war, and about the ultimate unity of purpose that bound the victors of VE-day to those, among the defeated, who worked for the same victory?

In my column last week about the successful Bbel action brought against Mr Tom Scott for alleging that the headmistress of an infants' school had repeatedly cased the children in her care, I was in one respect unfair to the defendant. Although it is true that there were no such casings, I have since learnt that Mr Scott was relying on an official report which declared that there had been. The report was wholly erroneous, but considering its provenance, it was not surprising that Mr Scott should trust it when he made his charges. My suggestion that he had nothing to go on was therefore unjust, and I apologise to him for making it.

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Ronald Butt

## Rates problem that won't go away

The government has won a second victory. The defeat of Mr Scargill's strike has been closely followed by the retreat of a number of left-wing local authorities from the brink of illegality. Recognising that they would not get public support for defying parliamentary authority they have decided after all to set rates within the Government's rate-capping limits, instead of refusing to fix a legal rate. The Tories, however, should not be jubilant. Their difficulties over local government remain as real as ever.

Over the weekend, Mr Patrick Jenkin, the Environment Secretary, declared that the Government was "totally committed" to the centuries-old traditions of local democracy, and that its job was to "undo" the damage done in the 1960s and 1970s when local government took a "wrong turn". tower blocks were built, people were forgotten by planners, the GLC and the metropolitan councils were invented with "too little to do and too much money to spend, tax and employ regardless of national guidelines approved by Parliament."

The immediate challenge has been dealt with and the Government expects the lower-tier rating authorities to follow the line of the bigger councils. But Conservatives, believing in the dispersal of responsibility, are uneasy at the powers the central government has had to assume. Mr Jenkin has therefore acknowledged the need for longer-term reforms. There is to be a government examination of the system of rate support grant distribution, the balance between exchequer and local finance, and a more sensible system of capital spending control and local accountability. But reform is much easier said than done.

For instance, Mr Jenkin has also spoken of the difficulty of achieving local accountability under a system in which councils have little incentive to economise because the majority of voters pay little or no rates, which are heavily paid by businesses without votes. That logically implies the abolition of the rating system which Mrs Thatcher promised in 1974. But abolition proved impossible and as recently as 1982 a Green Paper found that there was no alternative that commanded sufficient support. The Government is still stuck with the apparently insuperable need for some kind of property tax to provide the 30 per cent or so of local spending that has to be raised locally.

All it can do is to look again at methods of raising rates and of improving local accountability. Mr Kenneth Baker, the Minister for Local Government, and Mr William Waldegrave, the Parliamentary Under-Secretary, are leading a departmental inquiry, and are consulting a panel of outside advisers. They will present the Prime Minister this month with provisional options, some of which they can then investigate further.

They are, for instance, looking at the non-domestic business rate which cannot be totally abolished or significantly reduced without an unpopular rise in domestic rates. But the industrial rate could be

made fairer if it were determined nationally rather than left to the local authorities to set. Local government functions also need reapportionment. Since education absorbs 90 per cent of local spending and results from a charge laid on the local authorities, should it be directly funded from the Exchequer? There is much to be said for this, but the political difficulty is that the Tory shires, which are principally education authorities, would resent being deprived of this responsibility.

Yet directly elected education authorities (on the new ILEA model for Inner London) might liberate education from being subject to the purely political urges of local authorities elected on a more general remit. People could then vote specifically on education locally without having to compromise their general political allegiance.

Could single-function elected authorities also be put in charge of other tasks? If they were only spenders and administrators without tax-raising powers, would local responsibility still have enough meaning? It is already enfeebled. The tower blocks of the 1960s, originally inspired by Lord Stockton's call for 300,000 dwellings a year, were the product of central fashion when an army of Whitehall bureaucrats vetted all local housing schemes.

That day-to-day control was relinquished when Mr Heseltine was Environment Secretary. Local councils were left to decide how to use their money but this had to be offset by more detailed central financial control, culminating in rate-capping. More broadly, although local authorities are censured as spendthrifts (which in detail they often are) the bulk of their spending is on purposes which they have been charged by Whitehall to undertake. They enjoy little total discretion.

The heart of the problem is the national concern to equalize between poor areas with heavy needs and richer areas. The interaction of local and central responsibility has created a system of stifling complexity, which undermines local discretion and electoral accountability.

The logical answer would be for the functions demanded centrally (conspicuously education) to be funded wholly by the Exchequer (with no recourse to rates) and locally managed by specially elected authorities. A reformed rating system could cover other needs where local considerations are dominant (lighting, refuse and so on) and the local authority would be accountable to the electors.

It is significant that a similar dilemma does not seem to exist in other countries and sensibly, the Baker investigation is looking at the German, French and American systems. An acceptable reform is needed well before the next election, since the relationship between local and central government is breaking down and cannot survive. This requires full public debate, something conspicuously lacking when the Government improvised its recent measures after failing to find a way of abolishing the rates.

moreover... Miles Kington

## The many faces of Michel-le-Bois

Something rather exclusive today - an extract from a Greek TV programme called *In Search of Michael Wood*, in which the Greeks have set out to see if the fabulous TV historian really existed and, if not, why there is a Service Area on the M5 named after him. Translation by Christopher Logue and others...

Opening shots of the rolling M5. Speeded-up clouds come scudding in from the Welsh hills, shed their wet load on the motorway and depart. Presenter walks into view on bridge. Presenter: In this remote corner of Britain, between the smiling landscape of the Saxons and the Welsh hill-dwellers, we believe that the legendary word-weaver Michael Wood may have lived and worked. The evidence? A lone wayside cafe with a very familiar name.

Close up of sign reading *Michael Wood. Cut to Welsh hills, shed their wet load. Cut to blackboard reading "Today's Special: Moussaka". Cut to presenter sitting behind two lorry drivers.*

Presenter: Petrol... moussaka... ancient Greek words. What are they doing here, so far from Athens? And what are these two charioteers of the M5 talking about? 1st Driver: See that thing on telly about the Trojan War last night? 2nd Driver: Yeah. Load of rubbish. Ask me to believe that anyone went to war over a woman?

1st Driver: Well, we went to the Falklands to preserve Maggie's honour, didn't we? Presenter: This is absolutely amazing! These two simple wagon drivers are actually discussing TV and history, just as they must have done when Michael Wood himself strode the earth.

Cut to Welsh hill-top. Sky comes rushing in. Presenter comes running up hill into camera position. Presenter: Just let me get my breath back first. Right, that's better. So what was he like, this TV word-magician, this Baird bard, who took a great railway journey up Africa and took a great boat journey up the Congo wearing a pair of skimpy bongo shorts which shocked people in Carmarthen but then delighted many others? Enter two Welsh farmers. 1st Farmer: Aye, I wonder where he got those tight jeans from. I'm off to Mihalgal Coal. Presenter: That's absolutely fantas-

tic! That's the Welsh name for Michael Wood. He must have been everywhere.

Dissolve to the plains of Greece, an olive grove. Presenter is sitting on a pile of rubbish. Presenter: Sounds like Michael Wood's girlfriend, doesn't it? Olive Grove... But I digress. There are those who say that Wood's legendary journeys never took place, that one man could not possibly have covered all that ground, even if running with a rucksack. The evidence here refutes it. The empty Whitbread tins, the Greek-English phrase book, the yellow pages of script, the sugar packets marked TV Centre - these could only have been left by a BBC film crew.

Lovely shots of wine-dark sea, or rather, blue Curacao-dark sea. Voice over.

VJ/O: And there you have the secret. Michael Wood was not just one person, but many. Behind that name is concealed cameramen, director, producer, consultant scholars, catering crew.

Cut to Scotland. Presenter, wearing tight-fitting kilts, is dancing an energetic eightsome reel. He starts throwing plates. The other dancers look puzzled.

Presenter: Here we are in the wee Scots village of Micklewood. Does that name mean anything to us? Dancer: Aye. It means a wee bitty wood. Nothing to do with Michael at all.

Presenter: And just look at this fragment of what seems to be ordinary rock. He takes a small chunk from his sporran. Could this have been laid on the ground to tell the legendary Michael Wood when he had reached his camera position? He bought three weeks ago in the service area and forgot all about it. Cut to Michael Wood Service Area. Presenter is queuing with tray.

Presenter: The secret lies somewhere here in this quaint old eating-house. Next week I'll be asking the question: How could one young man have known so much, and how do you follow the Trojan War? Waitress: Taramasalata, please. Waitress: Taramasalata's off, dear. (Next week's "In Search of Michael Wood" visits Turkey, Africa, Michel-le-Bois in France, Bosco Michele in Italy and a jeans factory in Germany.)

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then have gone beyond the level of slogan, assertion and counter-assertion that has characterized the debate so far.

The key issue is about the efficacy of rival modes of regulation, given that almost no one believes in complete deregulation of broadcasting. The British policymaker and policy analyst are on the edge of great opportunities, but under a serious handicap. One of the great unnoted consequences of Thatcherism is that we are witnessing a shift in public administration from the European mode to the American mode of regulation. The European mode has been to create a public monopoly as an arm of government. The American mode has been to create a small public body to regulate private companies which provide the public service.

Long experience has alerted students of the subject to the many advantages of the American mode. It is more open, the profit motive leads to greater cost consciousness, the role of a regulator distinct from the regulated provider gives the public a focus for voicing complaint, and the private company is more likely to encourage entrepreneurial flair within its own ranks. The whole trend of public policy for the last six years has been directed to exploiting these insights. Even after Mrs Thatcher goes it is unlikely that this trend in public policy will be reversed.

Yet, oddly, there is not much sophisticated debate about comparative regulation; indeed, there is hardly any debate at all. Because Britain only so recently broke with the European mode it has not had

an indigenous tradition of looking at comparative regulatory efficacy.

By contrast, in American universities, economists, lawyers, public administrators, and students of business and politics teach and theorize about comparative regulation; civil servants do courses in it; research foundations fund empirical studies of it; whole journals are devoted to it; Congress investigates it. The American policymaker can be much better-informed about regulation policy choices than a Whitehall or Westminster counterpart.

This study could throw some light on the issue of British broadcasting. For example, the BBC contends privately that regulators would not be able to keep their private charges in check. This is called the "capture theory" of the quango. There is some support for it in British television history. In 1962, the Pilkington Report described the old ITA as the friend and partner of the ITV company. The BBC's critics claim the BBC governors to be another instance of "capture", of a once powerful regulator that has been tamed.

The greatest of all mysteries in the current battle is the BBC's categorical rejection of advertising, even on Radio 1. Advertising revenue would undoubtedly make the BBC more independent of government than it is now. Nor is there the slightest evidence in the long experience of the Canadian Broadcasting Corporation, among others, to suggest that advertising compromises editorial independence. Companies advertise because they need to for commercial reasons, not in order to do favours





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## MUBARAK'S MISSION

President Mubarak of Egypt cannot be best pleased with the results of his visit to Washington. The impact he was hoping to have on American public opinion was swamped by the death of Konstantin Chernenko - untimely in this respect if no other. His urgent request for increased American aid met a "sympathetic" but non-committal response. His suggestion that the US should invite a joint Jordanian-Palestinian delegation to Washington, as a step towards direct talks with Israel, was politely but firmly turned down. And even while President Reagan was showering him with compliments and hospitality (an unprecedented two presidential meals in one day, as Mr Reagan hosted not only his own lunch but the dinner that would have been given by Mr Bush, had the latter not been diverted, along with the limelight, to Moscow), the US delegate vetoed an Egyptian-sponsored resolution in the UN Security Council.

That last piece of timing was unmistakably "made in Syria." The resolution condemning Israel's crackdown in Southern Lebanon, which Egypt as the Arab state currently serving on the Security Council could not but support, was in fact drafted by the Lebanese Government, which nowadays does not lift a finger without the approval of Damascus. Old friends of Lebanon, notably the French, had suggested amendments to the wording which might have made it possible for the US to abstain. But Lebanon today has new friends. Members of her delegation can be seen consulting earnestly in the UN corridors with representatives of the Soviet Union. No doubt it suits Mr Gorbachev as well to have the US clearly designated, once again, as the enemy of the Arabs, as it suits President Assad of Syria to embarrass his Egyptian colleague.

If the result is that some American civilians, brave or unlucky enough to be still serving either their country or some humanitarian cause in Lebanon, are killed by Shia extremists to punish the Great Satan for its latest act of iniquity, few tears unless of the crocodile variety will be shed either in Moscow or in Damascus - though, of course, both those

capitals would indignantly reject any suggestion that they were in a position to control such extremists. Such spontaneous, if regrettable, outbursts of Lebanese patriotic anger are, they would piously suggest, the inevitable result of US policies in the region.

Revolting as such pious hypocrisy is, the statement would contain an element of objective truth. The United States cannot credibly disassociate itself from Israel's policies, given the level of assistance it provides; and Israel is now caught in a ghastly spiral of reciprocal yet pointless violence in Lebanon.

It is like the retreat from Moscow. Less than three years ago the troops of Bonaparte-Sharon drove proudly into the Lebanese capital. They won their Borodino, albeit with high casualties, against the PLO. But their real adversary, the Kutsusov of the Middle East, was President Assad. He pulled back his troops before them, ignoring the scorn of Arab armchair soldiers, knowing that he could not beat Israel in a pitched battle but that Israel could not survive in the deadly Lebanese climate - physical, political, above all moral.

Like Bonaparte waiting in vain for the Russian plenipotentiaries, Israel tried twice to negotiate with a non-existent Lebanese state. The first attempt produced an agreement that proved worthless because Syria would not have it. The second, even though Israel's demands by then amounted to little more than a safe exit, led nowhere because Syria in the end saw no reason to grant her even that.

Feeling isolated in the wider Arab world by the emergence of the Iraq-Jordan-Egypt-Arafat axis, Mr Assad has chosen to prolong the hideous end game on the Lebanese terrain which is uniquely favourable to him. And so Israel's forces trudge miserably towards their Beresina. Every straggler is cut down by an invisible enemy and his comrades vent their anger at random on the surrounding countryside. Hate is piled upon hate. UN forces, a relic of an earlier phase in the conflict, look on in impotence. No one, it seems, can do anything but pray that it will be over soon, and that when it is it really is.

## TOO FREE FOR ALL?

In the name of social justice, the government makes available a particular welfare benefit to university students from affluent families but rules ineligible Youth Training Scheme trainees whose parents struggle to make ends meet. This benefit is payable in precisely the same amount to Knightsbridge mothers-to-be who have already retained their nannies as to pregnant women in Gateshead with out-of-work husbands; it goes equally to retired people comfortably index-linked and to pensioners surviving on supplementary allowances. This week Mr Fowler generously increased the benefit by 25 per cent.

The benefit in question is exemption from National Health Service prescription charges; its close relatives are the exemptions given some groups from dental and optical charges. This family of benefits may not look like social security but without question the exemptions are a form of income support and, for the poor people who gain, an ingredient in the poverty trap. Introduced in a rush in 1951 and barely examined since, NHS exemptions have become encrusted with the promises of electioneering politicians (including Mrs Thatcher in 1979). They are badly targeted. There is, for example, no conceivable reason for diabetics and epileptics to qualify but not victims of multiple sclerosis or any of the cancers. Their most notable feature, a recent Policy Studies Institute report said kindly, is their inconsistency. They are exactly the type of welfare state anomaly that should have been tackled by Mr Fowler's grand review.

When prescriptions cost 20 pence the anomalies were less evident. At £2, a figure which begins to approximate the actual cost of certain items, it is time for programmatic thinking. Mr Fowler this week explained the heftiness of increases in charges as a bid to raise revenue; behind that

is the policy of increasing the proportion of NHS finance raised directly from patients as opposed to the taxpayer. But why is the basis for the tariff of charges so slight? There are on the table several schemes for nominal charges for GP visits. Some of these embody attractive features of the American "health maintenance organization" giving participants an incentive to minimize health costs without discouraging medical consultation. What became of the work done within the DHSS on charges for the accommodation and catering element in hospital stays? A more extensive array of charges brings in prospect a much more balanced partnership than exists at present between individual and State in both the finance and organization of the publicly maintained health service.

Charges for NHS provision have always had a disciplinary purpose - ever since Aneurin Bevan shuddered at the "ceaseless cascade of medicine which is pouring down the throats of the British public". Charges aid the public's education in the true cost of ostensibly free service; they can substitute for the absence of cash limits on demand-led services. But what we have now - a pattern endorsed by the government again this week - is a regime of steep charges for the comparatively few consumers of NHS drugs and exemption for the many. Do not the many need some price discipline? Before he next seeks to increase charges Mr Fowler should do more than re-examine categories of exemption which stretch far beyond the genuinely needy and those vulnerable through chronic ill health (a prime anomaly being that many long-term invalids are in fact not given the benefit of exemption). He should consider exemption itself: whether some arrangement of charges, progressive in its incidence, might not usefully be imposed on all consumers of, say, NHS drugs.

exhausted by the rigours of rewiring their shops, servicing their cars, dispensing spectacles, selling and conveying their own houses, and now burying their own dead, the poor souls just might have the time to do their own jobs properly.

I am not a funeral director. Yours faithfully, SANDRA BARRETT, 11 Chalcotombe, Thorpe Bay, Essex. March 11.

### The last taboo

From Miss Sandra Barrett  
Sir, I find the picture conjured up by your article "Counting the cost of the last taboo" (February 28) the last taboo. The thought of all those irresistible, around their newly people carting around their coffin strapped to the roof of the family Sierra is the final straw.

If the butcher, the baker and candlestick-maker were not so

## Judicial function in MI5 inquiry

From Lord Bridge of Harwich

Sir, I had not expected to be criticised for my conduct of the recent investigation into allegations of improperly authorised interception of communications by one of the former Home Secretaries who had given his authority for me to carry out that investigation. It would have been a courtesy for Mr Jenkins (March 12) to express his misgivings as to the propriety of my conducting such an investigation privately to me, when he gave his consent, rather than publicly to you two weeks later.

The first judicial monitor of the interception of communications under warrants issued by the Home Secretary was Lord Diplock, who was appointed on June 4, 1980. He fully described the nature of the judicial monitor's function and the methods he employed in performing it in his first report to the Prime Minister, which was published in March, 1981, as a White Paper entitled *The Interception of Communications in Great Britain* (Cmd 8191).

Lord Diplock resigned as judicial monitor in early 1982 and I was appointed to succeed him. I have continued, for the past two years, to monitor interceptions in the past, to which my ability, using the same methods as those described in the White Paper.

I have never heard it suggested that there was any impropriety on the part of Lord Diplock or myself, as Law Lords, in undertaking this function.

When the Prime Minister invited me, in my capacity as judicial monitor of interceptions, to investigate allegations of improperly authorised interceptions in the past, to which my ability, using the same methods as those described in the White Paper.

I had refused I should have felt obliged to resign as judicial monitor. I could not consistently continue on a regular basis to monitor the propriety of warrants issued under current practice, whilst refusing to investigate the propriety of what had been done in the past.

With regard to the time taken by my investigation, it was no less than I required to examine the relevant material. The scope of the inquiry, being an investigation in relation to the past of essentially the same kind as that which I have been regularly undertaking with respect to warrants currently issued for three years, seemed to me appropriate to my role as judicial monitor.

Whether, and by whom, any wider inquiry should have been instituted are not matters for me to decide.

Being a fair-minded man, Mr Jenkins will perhaps agree on reflection that his attack on my judicial integrity, expressed as it was in gratuitously offensive terms, was not justified.

Yours sincerely, BRIDGE OF HARWICH, House of Lords.

## Broadcasting's troubles

From Mr G. N. M. Mellersh

Sir, The Director of the Adam Smith Institute (March 6) points out that a new structure is required for the BBC - one, it must be hoped, that will serve the nation in the future as well as the existing structure has served for the past 60 years.

There is one possibility that deserves to be explored which does not involve breaking the corporation up, or selling advertising. This is the privatization of the BBC as a public utility. If British Telecom can be successfully privatized, and if the privatization of Thames Water can be thought practical, why not the BBC?

The ideal regulatory body - Ofcom, the Office of Telecommunications Policy - is already in place, and ITV provides competition. Privatization might well pave the way for differential licence fees, with commercial premises being licensed at a considerably higher fee than domestic premises.

The decision to privatize British Telecom and British Water has had an electrifying effect on both organizations. Neither may be perfect, but both are greatly improved. The same could be true of the BBC.

Yours faithfully, G. N. M. MELLERSH, 47 Quarrendon Street, SW6.

## After the master

From Mr Viren Sahai

Sir, Your leader (February 28) and the speech delivered by the Prince of Wales to the Institute of Directors on February 26 prompt me to draw to your attention the unique experiment in architectural education which has been started in Bristol. Without waiting for any incentive or support, some local architects and others have formed a private company with charitable status with a view to bringing together students, practitioners and the community.

Our aims are twofold: firstly to combine the pursuit of the art of architecture with the practice of building; this is done by setting the students' community-oriented projects which are related to practice-based research.

Secondly, recognising the need for individual talent to flourish, the practitioners act as enablers for each student to play his/her part in the development of the neighbourhood as a whole.

Yours faithfully, VIREN SAHAI, Chairman, Bristol Centre for the Advancement of Architecture, Queen Victoria House, Redland Hill, Redland, Bristol, Avon.

There are, in fact, technical provisions in the new Pakistan constitution, incorrectly described in a leader on Friday, for impeaching the President but he would have powers to change the constitution.

## Wider issue of NHS medicine cuts

From Professor Alan Maynard and Mr David Taylor

Sir, To date the debate about the Government's proposals to limit the range of NHS medicines available has been conducted largely at a relatively trivial level. Insufficient effort has been made to understand the significance of the Government's this month laid before Parliament a statutory instrument related to the curtailment of NHS supply of spectacles to the population, except in the case of children and those on delivered could have profound implications for the British system of health care.

Important changes have already taken place. The Government earlier this month laid before Parliament a statutory instrument related to the curtailment of NHS supply of spectacles to the population, except in the case of children and those on supplementary social security benefits. The latter will have to obtain vouchers which they will be obliged to present to opticians in the private sector. No one else, including the majority of old-age pensioners who are not on supplementary benefit will qualify for NHS provision.

In the case of dentistry, NHS fees have already reached levels up to the Minister for Health has drawn attention to the establishment of the Harrow Health Care Centre. This could provide a model for private primary health care elsewhere in the country. They are to rise further on April 1, along with substantial new increases in prescription charges. The latter, in inflation-adjusted terms, rose fivefold between 1979 and 1984.

Pensioners are not exempt from dental charges unless they are in receipt of supplementary benefit. But in the case of prescription charges they do not have to pay. From a policy perspective, this may clearly be relevant to the limited

NHS medicines list now advocated by the Secretary of State.

A restriction of the range of medicines available from the NHS, particularly where more palatable, convenient and perhaps in other ways more appropriate products are available directly from chemists, could well help to curb public expenditure on pharmaceuticals in a situation where it would be politically impossible to employ directly the NHS charging system.

Clearly the significance of these changes, taken together, that a process of transition affecting the entire range of family practitioner services (pharmaceutical, ophthalmic, dental and general medical) has commenced. Whereas in the past discussion on the expansion of private practice has focused largely on hospital-provided services, it may prove to be in the community context that major alterations in the current British health care system will take place.

It is of note that in recent months the Minister for Health has drawn attention to the establishment of the Harrow Health Care Centre. This could provide a model for private primary health care elsewhere in the country.

It is not our purpose to discuss here the desirability or otherwise of such a possibility. Rather, we feel it important to locate the recently proposed alterations in the supply of NHS medicines, and the levels of NHS family practitioner service charges, within a broad framework so that a rational and informed public discussion of the possible costs and benefits of the options for change in the current NHS structure may take place.

Yours faithfully, ALAN MAYNARD, Director, DAVID TAYLOR, Centre for Health Economics, University of York, York.

## Fluoride in water

From Sir Cyril Clarke, FRS

Sir, The Royal College of Physicians of London is well known for its interest in preventive medicine and between 1973 and 1976 it investigated in great detail the pros and cons of fluoridation. The recommendations made in the report, *Fluoride, Teeth and Health*, was: "The college recommends fluoridation of water supplies in the United Kingdom where the fluoride level is appreciably below 1 mg per litre".

During the time that the committee set up interviewed many of the "antis" and it became increasingly clear that no amount of evidence as to the safety of fluoride would ever cause them, to abandon

their fanaticism (and of course we could not prove a negative). Fluoride was a poison and fluoridation interfered with the freedom of the individual.

This was nine years ago and their arguments are just the same. Of course fluoride is a poison, but so are oxygen and water in improper dosage - and what about sea belts and individual freedom?

How much I agree with Lord Avebury, who wrote last year: "I look forward to the end of a controversy which has simmered away, at the expense of the people's health, for twenty-five wasted years".

Yours faithfully, CYRIL A. CLARKE, Royal College of Physicians, 11 St Andrews Place, Regents Park, NW1.

## Costs of education

From the Chairman of the Governors of The Manchester Grammar School

Sir, The comparison made (March 7) by the Headmaster of Watford Grammar School between the fees charged by neighbouring independent schools and the cost shown by Hertfordshire County Council for secondary school places is extremely misleading.

1. Experience in Manchester of local education authority education accounts taught me how difficult it is to make fair comparisons between independent schools, which must cover their entire costs by the fee, and LEA accounts, which have a multitude of headings, including overheads of many kinds.

The only proper comparison is with the figure agreed annually between the Chartered Institute of Public Finance Accountants and the DES for charges by one authority for pupils educated by another.

The correct figure for secondary pupils up to 16 years is £1,163 and for over 16 is £1,765.

2. These are averages for all pupils and make no special allowance for the costs of high academic standards. Has Mr Turner worked out the costs per head for his own school, allowing for all the overheads of the LEA, including capital costs?

3. The amount reimbursed by the DES for assisted places in independent schools, estimated to cover normal running expenses, is frequently less than the fee.

4. The wide variation between fees quoted by Mr Turner can only mean, since parents do not throw money away, that the more expensive are providing extra in-house facilities which invalidate comparison with maintained schools.

5. Current fees at this school, which send virtually all its pupils to universities between 25 per cent and 40 per cent to Oxford and

Cambridge, are £1,770 per annum, of which the DES allow £1,719 for assisted places. Can Mr Turner or anyone show a public educational establishment with comparable output covering its entire costs, with all overheads, at lower expense?

Yours faithfully, R. W. BALDWIN, Chairman, Board of Governors, The Manchester Grammar School, Manchester, March 7.

From the Head of Thurstable School  
Sir, Mr Turner's letter (March 7) on the relative cost of education explores a very important point. It would also be interesting to compare those items considered as "extras" to be purchased by discerning parents in each system. Books? Swimming? Match fees? Fieldwork? Music lessons? Yes, in both systems in many cases.

Do independent schools expect the parents to raise money and provide the labour to decorate rooms? To dig the flower beds? To run a fire to buy a computer or repair a mini-bus? State schools do.

Not only is insufficient spent by authorities to match the independent sector, but the additions required directly from parents in money and kind increase. Authorities, forced to implement new ideas generated outside the education service, cannot help this appalling undernutrition of their educational body, and are forced to provide a famine diet to be supplemented by charitable donations. And are teachers to be the voluntary workers?

Yours faithfully, U. A. BROUGHTON, Head, Thurstable School, Maypole Road, Tippec, Colchester, Essex, March 8.

had already lost over 25 per cent of its purchasing power. Those still in service have had further reductions in real terms.

It is really necessary to assume sinister influences to explain some loss of traditional loyalty under these conditions?

Yours faithfully, D. J. NORMAN, 10 Barn Crescent, Riddlesdown, Surrey, March 7.

## Civil Servants' ire

From Mr Douglas Norman

Sir, On your leader page today (March 7) you print a letter from H. G. Wells to *The Times*, written during the miners' strike of 1912. He compares the miners' reasoned and moderate demand for a minimum wage in every district with the lack of a detailed, lucid counter-statement from the Government and the miners, even though the strike had been visibly coming for a long time.

A similar lack of reasonable counter-statement is shown in your leader, "Uncivil, unserviceable" (March 7) which criticises the Civil Service unions for planning mergers and for threatening industrial action. You leave the reader with the impression that this is just sheer left-wing wickedness.

But the causes of the present discontent and militancy lie in the gross overwork in many departments through across-the-board cuts in staff, the erosion of salaries over many years by successive governments keeping the rate of increase in the public sector below the rate of inflation, and the arbitrary suspension of the agreed procedure for settling Civil Service pay by fair comparison with outside rates.

When I retired in 1977 my salary

early leavers or the former employees of firms which have gone out of business, the liabilities are quite specific and the assets held against them are likely to have been chosen to match them as closely as possible.

A tax on investment income would instantly increase the present value of such liabilities. If there were no one to put in extra assets to compensate, the beneficiaries would have to take a cut in benefits. This means that the weakest would suffer most.

And, because the "reform" would be seen as the thin end of the wedge (as you yourself suggest it should be) all annuities sold henceforth would surely have to be on the footing that the amount of pension could be reduced if the rate of tax on the underlying assets were increased.

This is one reason why I believe it would be irresponsible to change any of the fiscal principles of pension funding without proper consultation. I am disappointed that you do not share that view.

Yours faithfully, STEWART LYON, Cuedale, White Lane, Guildford, Surrey, March 8.

## Taxing the nest-egg

From Mr Stewart Lyon

Sir, In your leading article today (March 8) you argue for an immediate tax on the investment income of pension funds, which would, of course, include those held by insurance companies. You support your case by citing the high rates of return currently being obtained on investments.

What you do not bring out is that such a tax, if applied to the income from existing assets, would be retrospective in its effect. These assets are held as security for actual or accrued liabilities.

Where they relate to pensioners,

## Cost of mercy in another light

From Mr K. S. Lambert

Sir, That Voluntary Service Overseas should accept unequivocally and immediately the charge of £50,000 from the RAF for transporting home their volunteer nurse, Jill Sanderson, from Sierra Leone (report, March 9) is a testimony of its wholehearted commitment to the welfare and safety of its volunteers. It must remain for others to question the propriety and the very justification of this charge to an organisation engaged in humanitarian work in the Third World.

I have been closely associated with VSO ever since it began 26 years ago and as a chairman of one of its 70 local groups I tend to look at expenditure not in terms of Government grants and donations from international conglomerates but as the blood and sweat shed in local fund-raising efforts such as "bring and buy" sales and coffee mornings to bring all of £50 profit.

Translated into these terms this means 1,000 local voluntary efforts involving many people and many hours of work each. Conversely it represents a microscopic proportion of the annual defence budget of £17 billion.

If it is impossible for the RAF to provide free of charge a humanitarian service to save the life of a nursing volunteer doing relief work in the Third World surely this could be construed as a unique and invaluable training exercise, the first ever of its kind, with an unparalleled opportunity in medical logistics.

Otherwise, this £50,000 represents the cost of about twelve volunteers for a year. Fortunately this does not mean that twelve volunteers will be prevented from going, but it does at least represent the relative value in money to those who deal in millions and those who deal in pounds.

Yours faithfully, KENNETH LAMBERT, 141 Marlborough Crescent, Sevenoaks, Kent, March 10.

## Age of consent

From Dr Elizabeth Elliott

Sir, I was interested to read Ronald Butt's excellent article (March 7).

The medical profession's media spokesmen (and women) are doing harm by spreading the attitude that the age of consent is irrelevant. What this has led to is increasing child prostitution and sexual abuse, among other things.

Individual human nature will tend to ignore any limits, but what we should be doing is educating young people (and the public generally) on the reasons for the need of an age of consent in sexual matters. These are based on the protection of young children and adolescents (especially girls) from the pressures of these with personal or vested manipulative reasons for encouraging early sexual intercourse.

Surely we now realise that the "anything goes" philosophy has not led to increased stability or happiness, as the sixties liberal establishment was apparently sure would happen.

If society's standards are to be based on the hard cases (who do need help as individuals) no wonder young people and their parents are confused. Who gains?

Yours sincerely, ELIZABETH ELLIOTT, West Walton, Wiltshire, Cambridgeshire, March 8.

## Heads to roll?

From Mr Frank Giles

Sir, On the BBC's 10 am news bulletin today (Radio 4), there was a reference to the presence at Mr Chernenko's funeral in Moscow of "heads of State, including Mrs Thatcher".

Obviously neither the Prime Minister nor the news-reader is responsible for this description. So who, within the BBC, has decided, without any pretence at a popular consultation, to transform this country into a republic (or alternatively into an elected monarchy)?

I think we should be told.

Yours truly, FRANK GILES, 42 Blomfield Road, W9, March 13.



## ON THIS DAY

MARCH 14 1923  
Ellis Island in New York Bay was originally an arsenal and fort. From 1892 to 1954 it served as the chief immigration station of the United States. It is now part of the Statue of Liberty National Monument.

## ELLIS ISLAND. HOW IMMIGRANTS ARE TREATED.

FROM OUR NEW YORK CORRESPONDENT  
Ten minutes by ferry from New York's skyscrapers, at the gateway of the "Land of the Free", and in the shadow of the Statue of Liberty, is a "Land of the Unfree" - the immigrant station of Ellis Island.

Seen across the lower harbour it has a forbidding look. Grey stone buildings rise four storeys from a ground so flat and featureless in all its boundaries as to suggest that the land is no land at all, but only a foundation. Not a tree, not a shrub, and no grass, one suspects, under the snow. The buildings are all of one colour and one architecture, practical, severe, without a softening grace. The sole exception is the largest of them all, a sort of reminiscence of the Kremlin; but for all its show of domes and minarets it only accentuates the general sombreness.

Here immigrants and sometimes other travellers are taken for examination and passed through the main doorway of the United States or turned back to the far countries whence they came. For many of them it means only delay of a few hours and then freedom to go where they please. But there are others who, for one reason or another, must stay here for days or even weeks, strangers in a strange land, yielding reluctantly to new customs, in the midst of alien tongues.

There have been many allegations of ill-treatment of helpless immigrants and others. The station has been described as "worse than the Black Hole of Calcutta." In an endeavour to find out how much basis there was for these reports I journeyed to the island. An unexpected joy, should I find, I felt, discipline something at least of whatever was wrong with its management. . . . And here are my findings:

The buildings are inadequate to deal with the sudden often vast influx of them. They were meant to care for an annual influx of three hundred thousand or thereabouts, but in some recent years as many as a million persons have passed through them. But it was to me astonishing to see the patience with which the emigrants, needs, large and small, were dealt with. None was under a disadvantage because of race or creed or language. Fifty-three languages struggled for intelligibility; there were interpreters for all, Polish, Finnish, Slovak, Italian, Turkish. It made no difference, they were always somebody to understand and explain; sometimes a welfare worker of one of the seventeen societies domiciled in the immigrants' quarters. Sometimes a doctor or a nurse, once I heard him - a portly, kindly running the gamut of seven dialects.

The fight against vermin and dirt is, as might be expected, continuous, and it is this very fight that seems to be at the bottom of many of the complaints.

The immigrants are taken to Ellis Island in barges. One barge will carry all the sick, another all the well, but there is no other separation of them - none by classes. Once landed, they congregate in a waiting room, and then are separated, by sexes, only long enough for medical examination, which in the case of women is conducted by women physicians and attendants. Twenty per cent of the steerage passengers from each vessel are stripped to detect possible vermin. Unchecked groups of vermin-infected persons, the others have to submit only to a few superficial medical tests. Doubtful cases are held in primary detention to await the result of laboratory tests, and the vermin-infected are isolated until they and their clothes can be properly cleaned. Those who have passed the medical inspection successfully - almost invariably a great majority - next resemble by families in a large hall, where they await their turn for the literacy tests.

FAULT OF IMMIGRATION LAWS.  
Persons with a clean sheet from the doctors who pass the literacy test - thirty to forty words from the Peabody printed in their own language - and who satisfy the legal qualifications, are at once sent on their way in groups accompanied by guides to the various railway stations.

The first cormorant?  
From Mr David Elliott  
Sir, We share the excitement of your correspondent Mr Stevens (March 11) when viewing for several weeks now a pair of cormorants diving near the Queen's Steps at Deptford Strand - one of which caught a fish at least half-a-pound in weight. Beats a cuckoo any day.

Sincerely, DAVID ELLIOTT, 43 The Freshway, Deptford Strand, SE8, March 11.

From Mr C. J. M. Langley  
Sir, I cross the Albert Bridge every morning and have seen a cormorant fishing on many occasions throughout the winter. I noticed his absence on February 28, presumably having taken a new beat at Vauxhall Bridge.

Yours faithfully, C. J. M. LANGLEY, 21 Juer Street, SW11, March 11.

From Mrs Caroline Dilke  
Sir, The first cormorants of 1985 were visible on January 1, from my bedroom window. I saw one of them eat an eel.

Yours faithfully, CAROLINE DILKE, The Houseboat Viva, Chyne Walk, SW10, March 11.

Brave face on it

From Mr D. V. Arnold  
Sir, With reference to the letter from Dr Shelagh Lucas (March 9), may I quote my aunt, who was admitted to hospital five days







## FINANCE AND INDUSTRY

Executive Editor Kenneth Fleet

### Problems of BNOC vanish at a stroke

The Government caught the markets neatly by surprise with its sudden abolition of the British National Oil Corporation. Currency operators drew in their breath, but neither the pound nor oil prices softened much. North Sea crude weakened only very slightly, to \$27.60 a barrel late in the afternoon; and the sterling index closed in London down 0.2 at 71.6.

A slight rise in interest rates (the three-month interbank rate was up 1/8 of one per cent on the day) helped to counteract the BNOC effect, but, effectively, the markets were waiting for Opec's reactions. The energy ministers, Mr Peter Walker and Mr Alick Buchanan-Smith, had kept the decision close to their chests. Although a review of BNOC's purpose is still uncompleted in No 10 Downing Street, Mrs Thatcher's approval was secured on Monday, before she left for Moscow. BNOC was informed yesterday morning. Although it will take six months to wind down BNOC's operations to the scale envisaged for the residual government agency that will replace it, its price-fixing role is expected to lapse immediately. This suggests BNOC's March price will be about \$1 below the artificially-high price of \$28.65 fixed for January and February.

Its virtual abolition is fully in line with government philosophy, though more radical than the milk-and-water proposals of the House of Commons Energy Committee. A debate on its report was due to take place in the Commons today; ministers decided it would be more politic to launch their decision in advance than allow MPs to sound off for three hours and then announce that the matter had been settled anyway.

For the Government, the move implies some loss of tax revenue, as the prices earned by North Sea producers slip to market levels on the whole of their output, rather than a mere 49 per cent. On the other hand, the Government was suffering embarrassing losses on BNOC's own trading operations, which will now disappear. And the Inland Revenue seems to be confident it can now tax the companies effectively on market prices.

The cut-down BNOC will still be trading about 260,000 barrels a day of oil paid in kind from fields which came on stream before April 1982 - though their output will naturally decline in time.

Although the timing does not look wonderful in the short-term, with the spring weakening of oil prices threatening the market, in the longer term BNOC's demise could make for greater stability. The large oil companies may be more efficient traders, since they have greater storage capacity than BNOC and can therefore hold off a weak market for longer. Or so the Government will no doubt seek to assure Opec. Opec pressures on Britain have been more in the direction of restraint on production than perpetuating BNOC, but it is unlikely that its abolition will be seen as a friendly move.

For it does not seem likely that the disappearance of BNOC from active price fixing and trading will do much to damp down British levels of oil production. North Sea producers are concerned to keep output and sales up, and will be little deterred by a reduction in the price paid for part of their production. They will not all welcome the Government's radical solution, but many have been grumbling increasingly loudly about the destabilising effect of its present operations.

And for the Government, BNOC's abolition will remove a persistent source of trouble, through which it is constantly blamed either for kow-towing to the Opec cartel or for undermining world oil prices. Today's oil market is not one in which a BNOC scale of operation can ever convincingly win.

#### Tebbit's talks worry Harrods watchers

The shadow of Harrods hung over House of Fraser shares yesterday. They fell another 4p to 388p, making a loss of 14p so far this week. There is a bid of 400p-a-

share cash on the table from Alfayed Investment and Trust, and stock market traders do not lightly give up what would otherwise be a cast-iron profit like that. The only possible conclusion is that these traders do not expect that bid to run its course.

After Monday's raid, the Al-Fayed's have a controlling 51 per cent of Fraser's shares. But there has been no suggestion that they would rest content with less than 100 per cent, and being honourable men they would not in any case wish to renege on their solemn intent to make an offer to all Fraser shareholders. No, the market's worries dwell at No 1 Victoria Street, the Department of Trade and Industry's office, where Norman Tebbit has been receiving delegations of interested parties eager to guide his hand on two vital decisions affecting House of Fraser.

The first, and possibly more straightforward, is whether to release Lonrho from its undertaking not to bid for Fraser, following last week's clearance by the Monopolies and Mergers Commission. The second question is what to do about the Al-Fayed bid.

Mr Tebbit could simply ask the Office of Fair Trading to refer the Al-Fayed's to the Monopolies Commission. In equity, any other bids for Fraser would have to be frozen until that inquiry was completed. Alternatively, Mr Tebbit could exact undertakings from the Al-Fayed's. Either move could leave the remaining Fraser shareholders locked in for some time. The apparent delay in Mr Tebbit's public statement on the matter, possibly until tomorrow, does not bode well for the Fraser camp.

Lonrho and its energetic chief executive, Roland "Tiny" Rowland, had a positively jaunty air about them yesterday. Through its subsidiary, Lonrho Finance, the company is proposing to raise \$40 million (£37 million) by issuing convertible bonds 1985/2000 carrying what is described only as "a most competitive rate of interest". The proceeds will be used to consolidate the group's short-term indebtedness. In two weeks, Lonrho's shareholders will also be asked to increase its borrowing limits.

And to display his confidence for all to see, Mr Rowland announced yesterday that Yeoman Investments, a company he controls, bought a further million Lonrho shares. Their price rose 1p to 170p, a gain of 15p on the week. Although Lonrho sold all but 50,000 shares of its holding in Fraser to the Al-Fayed's on Monday, it would be distinctly premature to assume that Mr Rowland's ambitions towards Harrods burn any less brightly.

#### The heat is on for JMB agreement

It is now nearly six months since the collapse of Johnson Matthey Bankers. Price Waterhouse has carried out a thorough examination of the loan book which precipitated the disaster. And yet still no agreement has been signed on the indemnities - £75 million from private banks and a like amount from the Bank of England itself - which will be called on to cover losses at JMB above the £170 million of capital within the ill-fated bullion bank.

The principle was agreed when the disaster emerged. The amounts were long since settled. So why the delay? The official line for some time has been that lawyers were struggling with the legal language, etcetera. The reality is that reaching agreement on detail with more than 20 banks is no easy task and there has been endless haggling over exactly what the indemnities should cover.

Several banks with year-ends at the end of March are likely to press hard for the matter to be settled before the end of this month so that they can offset calls on the indemnities at this year's corporation tax rate rather than next year's lower rate. It was this consideration which led Kleinwort, Benson to make a £1.7 million payment on account to the Bank of England last year.

### Securities boost at Schroders

By Peter Wilson-Smith  
Banking Correspondent

Schroders plans to invest between £25 million and £30 million in securities dealing operations. Mr George Mallinckrodt, the chairman, said yesterday.

About £15 million will go into a primary dealer in gilts which Schroders will be applying to operate and the rest into equity dealing operations.

Schroders, which is the holding company for the merchant bankers Schroder, Wagg, yesterday unveiled a 21 per cent rise in operating profits to £14.2 million of 1984 but about half the increase was due to the fall of sterling largely against the dollar.

After higher interest costs and lower capital profits, down from £5.1 million to £4 million, Schroders recorded a 5 per cent gain to £15.1 million before extraordinary items. The £20.9 million profit disclosed for 1983 included a £6.5 million windfall from writing back deferred tax.

Mr Mallinckrodt said he was confident Schroders could muster the capital it needed for its securities operations from within and there was no need for a rights issue.

### UB in £98m cash call

United Biscuits is asking shareholders for another £98.2 million by way of a one-for-five rights issue at 158p a share.

The cash is needed to help finance the company's extensive capital investment programme.

Since its last rights issue in March, 1980, which raised £34 million, the company has

invested £87 million in Britain to introduce new technology and improve productivity.

Yesterday the group announced pretax profits in 1984 of £87.2 million up from £83.3 million. Turnover increased to £1,743.1 billion up from £1,424.7 billion.

The final dividend of 4.8p makes 7.3p for the year, against 7p last time. Tempus, page 19

MARKET SUMMARY

STOCK MARKETS	
FT Ind Ord	987.4 (-3.0)
FT-A All Share	80.15 (-0.25)
FT Gov Securities	1225.2 (-4.8)
FT-SE 100	26.804
Bargains	113.26 (+0.06)
Dataseam USM	1270.20 (-1.55)
New York	12,419.26 (+122.39)
Dow Jones	1335.82 (-35.69)
Hong Kong	208.7 (+1.2)
Amsterdam	787.4 (+3.4)
Sydney: AO	1214.3 (-1.8)
Frankfurt	310.05 (+3.07)
Brussels	208.4 (+0.4)
Paris: CAC	341.00 (+0.60)
GOLD	
London fixing:	
am \$290.10 pm-\$290.25	
Close \$293.25-\$293.75	(£269.75-270.25)
New York:	
(latest) \$290.50	

## Takeover code under fire as Harrisons raises 'final' offer

By Cliff Feltham

Some areas of the City reacted angrily yesterday after the Harrisons group, Harrisons and Crossfield, raised its takeover bid for Pauls, the animal feed and malt group, one week after making a final offer.

Millions of shares have been sold in the stock market at below the terms now offered, prompting sharp criticism of the takeover code.

Harrisons has been able to raise its £113 million bid, having said it was final, because it has subsequently been able to win the approval for the bid from the Pauls board.

At the time of the earlier offer Harrisons was holding acceptances for 1.68 per cent of Pauls shares, in addition to 0.6 per cent owned. But after offering its then final terms of 360p a share in cash it was able to send its brokers into the market to take its holding up to about 21 per cent.

But yesterday it said terms had now been agreed with the Pauls board for a higher offer of 370p a share, or 0.85 Harrisons shares, compared with 0.82.



Paul: "you have to know code's small print"



Prentice: "We felt it was worth paying more"

The Pauls' chief executive, Mr George Paul, said that once it became clear that institutions were starting to sell at 360p the board decided to back the bid for another 10p a share.

Asked for his view of those shareholders who had sold in the market at a lower price assuming it was final, he said: "I suppose the position of those who sold is that you have to know the small print of the code and another offer was always possible if a recommendation came through, I am sure the

switched-on fund managers must have known."

However, he admitted that he had not realized this tactic was possible until it was pointed out by his advisers.

One broker who said his clients were angry at what had happened said: "We feel our clients have been scolded. They sold at 360p clearly thinking it was the end of the day, and must feel they have been misled. There appear to be almost as many exemptions as rules to the code. It makes you

wonder what the point is of a final offer."

Mr Thomas Prentice, chairman of Harrisons, said: "We felt it was worth paying more for the board's recommendation. The people who sold were professionals and should have known the rules."

Mr Andrew Tuckey of his advisers, the merchant bankers, Barings, said: "The fact we had picked up 20 per cent in the market must have influenced Paul's decision to recommend the bid. The people who sold are marginally worse off, but they have got their cash now instead of waiting until the end of April."

An amendment to the takeover code allowing bids to be raised after a final offer in the event of a recommendation was introduced in October 1983 but has been rarely used.

It was introduced in order not to deprive shareholders of the benefit of a higher offer but the authorities must be clearly concerned that in the present circumstances it has penalised a large proportion of shareholders who sold at a lower price. The revisions of the takeover code now taking place could well see the end of the controversial clause.

### Dunlop was close to debt cut

By Ian Griffiths

Dunlop, which gave up its fight for independence last week after an improved offer from BTR, was on course to reduce its borrowings to £100 million by the end of 1985.

In a letter to shareholders, Dunlop's chairman, Sir Michael Edwards, said the company had achieved its planned investment and fund raising programme had been carried out. The fund raising has been abandoned because of the bid.

The document includes estimates of Dunlop's financial position which shows that borrowings were £513 million at the end of 1984. The group achieved operating profits of £71 million in the year, up from £63 million, and £27 million at the pretax level against £17 million last time.

Once again, however, the real damage was below the line and extraordinary items of £72 million contributed to a total attributable loss of £88 million for shareholders.

This includes an estimated loss of £23 million on the sale of the US tyre interests to local management, although it is still uncertain whether BTR will allow the deal to go through if it wins control.

The offer closes on March 27.

### Merger talks with Fleet still simmering, says Aitken chief

By Philip Robinson

Merger talks between Fleet Holdings and Aitken Hume International are still simmering. Despite a formal joint statement eight days ago that talks were off, Fleet is understood to be working hard to find a merger formula acceptable to both sides.

Mr Timothy Aitken, chief executive of Aitken Hume, said yesterday: "The talks have not gone away. The real problem was how they (Fleet) were going to persuade their shareholders. Fleet approached us, not the other way around. There was some thought to making a partial offer but we could not agree on the value of this company."

In the formal statement, on Tuesday of last week, Fleet

Holdings said it "has not proved possible at present to find a basis of association acceptable to both parties and, accordingly, the discussions have been discontinued".

Mr David Stevens, chairman of United Newspapers which holds a 20 per cent stake in Fleet which it bought from Mr Robert Maxwell for £30 million, was thought to oppose the merger at the time.

Mr Stevens said last night: "I have not heard that talks are simmering. I did not make any public statement on the merits of any merger. I don't spend my time checking out what Fleet are doing, if they have anything to say, in due course they will come round and talk to us. We bought shares in Fleet because it

is a publishing company."

Mr Ian Irvine, Fleet's chief executive, works closely with Mr Aitken at TV-am, the breakfast time television company, where both are directors.

Fleet's shares lost 8p yesterday to 283p while Aitken Hume added 5p to 170p. Profits due from Aitken for the year to the end of this month look likely to almost double to £7 million. Mr Aitken has recently pointed out to the City that Hume has grown in the past four years from a "hoth pot" of companies into a fund management group with about half its profits coming from the US managed fund group National Securities and Research Corporation, for which Aitken paid £2 million

### May date for Aerospace sell-off

The £500 million offer for sale of the Government's remaining shares in British Aerospace is to take place in early May, Sir Austin Pearce, the chairman, said in a letter to shareholders yesterday, writes Jeremy Warner.

The Government announced in January that it wanted to dispose of its 48.83 per cent stake in British Aerospace and that the company intended to raise up to £150 million of new equity finance for long-term requirements.

Sir Austin said preparations for the offer - to be handled jointly by Kleinwort Benson and Lazard Brothers - were now in progress and payment for the shares would be in two instalments.

The company does not want the amount of new shares to exceed a quarter of those already in issue. These shares will be offered by way of rights to shareholders who will not, however, have any preferential entitlement to the shares being

sold by the Government or the new shares in which the Government would have been entitled.

Up to 5 million of the Government's shares are being reserved for applications from British Aerospace employees.

A meeting will be convened after the announcement of the annual results, towards the end of this month, to seek changes in the articles of association which would permit the Government to preserve British control of the company.

#### IN BRIEF

### Bank to run asset plan

Lloyds Bank is launching an asset management service, the first from a clearing bank, aimed at wealthy individuals who have at least £25,000 in cash and securities to place with Lloyds.

The package includes two alternative investment services and free current account banking even if a customer overdraws his account within the limits of an optional automatic overdraft facility of up to £10,000. The cost is £25 a quarter plus charges on the investment service.

### US retail sales rise 1.4%

US retail sales increased 1.4 per cent in February to a seasonally adjusted \$112.13 billion. This is the sharpest rise since a 1.5 per cent gain in November last year, the Commerce Department said.

It followed a revised rise of 0.5 per cent in January to an adjusted \$110.59 billion.

### G.K.N. higher

Guest, Keen and Nettlefolds, the engineering and automotive products group, increased pretax profits to £120.2 million last year, up from £88.1 million. Turnover rose to £2,160.6 million from £1,974.5 million. A final dividend of 6.5p makes 10.5p for the year against 9p last time.

Tempus, page 19

Lingering hopes of an early cut in base rates appeared to be dashed yesterday as money market interest rates rose sharply. The three-month interbank rate jumped by 1/8 of a point to 14-13 1/2 per cent, in line with the current 14 per cent level of base rates.

### Dividend up

Refuge Assurance yesterday announced a 17.5 per cent dividend increase for 1984 to 11.75p after adjustments for the issue of Refuge Group shares last December. Its ordinary branch income rose from £27 million in 1983 to £28.7 million last year.

### Bejam ahead

Bejam is to pay an interim dividend of 1.75p (1.4p), after reporting profits for the six months to December 29 of £9.7 million (£7.8 million).

Tempus, page 19

### ABI request

The prospectus for the new Association of British Insurers to be set up this year was sent out yesterday to insurance companies, who were invited to say by April 1 if they will join. Mr Brian Corby, chief executive of Prudential Assurance, is chairman of the provisional board of the ABI, which will replace such bodies as the Life Offices Association of the British Insurance Association.

## ROBECO 1984 ASSETS NOW EXCEED £1.8 BILLION

1984 results have been announced to The Stock Exchange by Rotterdam-based Robeco, the balanced income/growth equity fund in the Robeco Group, the largest investment group of its kind in Europe.

Against a background of uncertainty in the world's stock markets Robeco's funds under management rose from £1.567 billion to £1.842 billion.

The total return of 15.4% for sterling investors enables a dividend increase from 2.60 guilders per share to 2.72 guilders for 1984.

Please use the coupon to obtain a copy of the 1984 Robeco Annual Report:

To: Robeco N.V., Dept 370, PO Box 973, 3000 AZ Rotterdam, Holland. Please send me a copy of the Robeco Annual Report for 1984.

Name  
CAPITALS PLEASE

Address

**ROBECO**  
Europe's Largest  
Investment Group  
Assets exceed £5 billion

MAIN PRICE CHANGES	
RISES:	
Habit. Prec. Engl	49 +5
Sangers	58 +5
Humberts Etn	12 +1
Steinberg Gp	77 +5
Asso. Fisheries	108 +7
Goal Pet	124 +8
Dunhill	315 +20
Lex Service	208 +12
Breville Europe	18 +1
Ward Holdings	181 +10
NSS Newsagents	116 +6
Micro Bus. Systems	205 +10
Stead & Simpson "A"	168 +8
FALLS:	
Burnett & Hallams	50 -5
Acorn Trust	21 -2
Acorn Computer	22 -2
Cifer	12 -1
CPU Computers	38 -3
Weeks Assoc.	13 -1
Diploma	200 -1
Akroyd & Smith	340 -25
Sovereign Oil	172 -10
Ingall Inds.	88 -5

CURRENCIES	
London:	
£: \$1.0863 (-0.0049)	
£: DM 3.8405 (+0.0030)	
£: SwFr 3.0920 (+0.0050)	
£: FFF 11.1338 (+0.0088)	
£: Yen 282.50 (-0.05)	
£ Index: 71.8 (-0.2)	
New York:	
£: \$1.0860	
£: DM 3.8345	
£: Index: 154.22 (+0.5)	
ECU 0.810518	
SDR 0.884878	
INTEREST RATES	
London:	
Bank Base: 14%	
3-month interbank 14 -13 1/2%	
3-month eligible bills 13 1/2 -13 3/4%	
buying rate	
US:	
Prime Rate 10.50%	
Federal Funds 8 1/4%	
90-day Treasury Bills 8.66-8.62%	
Long bond yield 9 1/2%-9 5/8%	



WALL STREET

Shares lose early gains

New York (AP) — Dow Jones — Shares showed a small advance in early trading yesterday, after a momentary rally effort failed to take hold.

The Dow Jones industrial average was up by 1.77 points to 1273.52 after briefly gaining three points. Advances were about 620-640-560 over declines.

The market was in a rally stage, said Mr. Joseph Barthelemy, director of technical equities for Batcher & Siegel.

He added that the pattern now is similar to that of August, 1982 and August, 1984, when the market worked to dramatically overbought conditions before turning.

"We expect a broader trading range over the next four to six weeks of between about 1,320 and 1,240."

He saw "nothing to spur the market to bigger gains. But it does have an upside bias for the next couple of weeks."

International Business Machines was unchanged at 131.34. General Motors was off 1-8 at 78.78. General Electric was unchanged at 62.34. Exxon was up 1-8 at 49.78. American Telephone was up 1-8 at 101.12. Texas Instruments was off 1-8 at 108.38. Eastman Kodak was off 1-8 at 69.88.

Technology dropped by 2-7/8 to 41 after saying earnings for its current year could be as much as 15 per cent below the year-ago net income of \$3.84 a share.

COMMODITIES

LONDON COMMODITY PRICES

Commodity	Price
Crude oil (WTI)	23.50-23.60
Crude oil (Brent)	23.50-23.60
Crude oil (Dubai)	23.50-23.60
Crude oil (Gulf)	23.50-23.60
Crude oil (Arabian)	23.50-23.60
Crude oil (Indonesian)	23.50-23.60
Crude oil (Malaysian)	23.50-23.60
Crude oil (Singapore)	23.50-23.60
Crude oil (Thai)	23.50-23.60
Crude oil (Vietnamese)	23.50-23.60
Crude oil (Zambian)	23.50-23.60

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American Express International Banking Corporation: Mr. Paul D. Feldman has been named first vice-president of the international Thomson Organisation.

Monopolies and Mergers Commission: The three new members are: Mr. David Fairbairn, Mr. Stephen Finch and Professor John Flannery.

Burnham Oil: Mr. J. M. Long is promoted to group treasurer and succeeds Mr. D. G. Gawler.

GL Group: Mr. John Little is now deputy chairman.

Hoechst Animal Health: Mr. D. G. McBeath has been made executive director.

Mr. Ian Macpherson is the new technical director.

Wesleyan & General: Mr. J. D. Alderson succeeds Mr. J. D. W. Field as chairman from April 3.

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Trust Name	Price	Change	Yield	P/E
1000-85	100.00	0.00	10.00	10.00
1000-86	100.00	0.00	10.00	10.00
1000-87	100.00	0.00	10.00	10.00
1000-88	100.00	0.00	10.00	10.00
1000-89	100.00	0.00	10.00	10.00
1000-90	100.00	0.00	10.00	10.00
1000-91	100.00	0.00	10.00	10.00
1000-92	100.00	0.00	10.00	10.00
1000-93	100.00	0.00	10.00	10.00
1000-94	100.00	0.00	10.00	10.00
1000-95	100.00	0.00	10.00	10.00
1000-96	100.00	0.00	10.00	10.00
1000-97	100.00	0.00	10.00	10.00
1000-98	100.00	0.00	10.00	10.00
1000-99	100.00	0.00	10.00	10.00
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1000-90	100.00	0.00	10.00	10.00
1000-91	100.00	0.00	10.00	10.00
1000-92	100.00	0.00	10.00	10.00
1000-93	100.00	0.00	10.00	10.00
1000-94	100.00	0.00	10.00	10.00
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**RESULTS:** The fund's return of 76% (annualized) was well above the 23.19% return of the S&P 500. The fund's return of 76% (annualized) was well above the 23.19% return of the S&P 500. The fund's return of 76% (annualized) was well above the 23.19% return of the S&P 500.

**DISCLOSURES:** The fund's return of 76% (annualized) was well above the 23.19% return of the S&P 500. The fund's return of 76% (annualized) was well above the 23.19% return of the S&P 500. The fund's return of 76% (annualized) was well above the 23.19% return of the S&P 500.

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## STOCK MARKET REPORT

BNOC decision knocks oil sector  
and helps push indexes lower

By Pam Spooner

Stock markets in London were in a mixed mood yesterday, hurt by a mixed bout of trading news and some pre-Budget nerves.

Oil shares took a knock from news of the demise of the British National Oil Corporation and the sector index registered a 1.2 point fall by the end of the day.

A 13p fall to 523p for British Petroleum was a factor in the slippage shown in both the FT 30 share index and FT-SE 100 share indices, and there were double figure losses too for Bristoll, Enterprise, Lasso and Shell. The latter reports results this morning.

The FT 30 share index ended the day 3 points lower at 987.4, and the FT-SE 100 index eased 4.8 points to 1295.2.

Matters might have been worse on those leading shares lists, but for late buying in Grafton Keen & Nettlefolds. The

Grafton results are due tomorrow and City analysts expect to see more evidence of a strong recovery. James Capel, the stockbroker, considers the full-year profits will be £9 million, against £3.5 million in the year to January 1984. Sales for the mail order group are thought to have grown by 10 per cent in the second half, and remain buoyant. For 1985-86, Capel suggests profits of £12 million. The share price rose to a previous level of 190p, though yesterday the price dipped 4p to 180p.

analysts meeting which followed yesterday's profit announcement went well, and City men emerged optimistic.

Even Quilter, Goodison, a stockbroker which has long been sceptical of opportunities at the engineering group, has turned into a bull. "They had plenty of good news for us, and the board oozed confidence. We now think profits of £150 million should not be out of the question for the current year", says Mr Matthew Windridge, analyst for Quilters.

BTR shares were also firm again, picking up another 3p to 704p alongside its offer document for Dunlop. and Glaxo Holdings was also still benefiting from its £15 million sell off of the Vestric drugs wholesaling business. Glaxo rose 8p to 1170p.

Lucas shares reflected part of the GKN optimism, rising 5p to 279p, but Thorn EMI was down 9p at 422p following a disappointing meeting with a stockbroker earlier in the week.

T I Group, which reports profits today, fell 6p to 224p, while other engineering shares lost some of recent gains. Electricals issues too lacked spark, and losses of a few pence crowded the lists.

Second line oil shares provided the only bright spot in that sector, with Goal Petroleum up 6p at 122p and I C Gas managing a 10p gain to 330p. Both shares enjoy speculative support.

Javent Energy, the USM listed oil explorer and producer, also advanced. The shares broke through the £10 marker earlier in the week and yesterday rose 50p to 1090p.

Shares of the Irish-based Osceola Hydrocarbons were steady at 230p yesterday, as the market digested Monday's flying visit round the City by Mr Emmett O'Connell, the company's colourful chairman. He has been telling the brokers that Osceola is on the trail of an oil field on the slopes of the Rocky Mountains, in Colorado, that could be worth £25 (£23) a share. Meanwhile, the company is a partner with Guinness Mahon in the UK/Celtic Sea ninth round auction. Osceola shares are not for the nervous.

Business was quiet in the traded options market yesterday, reflecting the slackening off of trade elsewhere in Throgmorton Street. Total contracts dealt in reached 5,901, with British Telecommunications again dominating the

Rights issue rumours started in Hong Kong and took 2p, down to 54p, off the price of Hongkong Land. The company is reckoned to be going for a massive HK\$2000 million (£235 million) rights issue and the Hang Seng Index fell 35.6 points to 1335.82 on the news.

But sources in Hong Kong say that the company's share price is too flat to get a rights issue off the ground and that a large performance share deal looks more likely.

As De La Rue, the security and electronics equipment group, approaches its year end this month, City enthusiasm for the shares continues to rise. Forecasts for 1984/5 are now about the £45 million mark, against £37.4 million last time, and prospects for next year are bright. Hoare Govett, the stockbroker, led the buying yesterday, and the shares rose 20p to 860p, a new peak for the price.

Jardine Matheson, which owns 40 per cent of Hongkong Land, may have something to say about such a move as the value of its stake would be severely diluted and it is costing Jardine about HK\$400 million a year to finance its holding in the company.

Hongkong Land's results are out today and another write down in the value of the property portfolio looks on the cards although not on the scale of the last one which knocked nearly £1 billion off the assets. Any money raised could be used to offset the HK\$14,500 million borrowings or to finance Exchange Square which

Group Lotus Car Companies fell another 4p to 99p, taking the shares a long way from the high reached last week on the back of expectations that Chrysler Corp. of the US, might take a stake. Lotus has said it is not aware of any such plans on the part of Chrysler, though the major car maker is putting research work through the British company.

Lex Service, the vehicle and electronics distributor which disappointed the market earlier this month with news of a downturn American demand for components, showed signs of revival. The shares jumped 12p to 209p.

Dunhill Holdings jumped 20p to 316p following news of its

has cost HK\$3,000 million so far.

Comecap shares rose another 2p to 265p following Tuesday's news of almost doubled profits for 1984, and other companies involved in the computer and peripheral equipment supply business caught some of the glow.

United Leasing, which showed good progress at the interim stage and whose financial year comes to an end this month, rose 5p to 311p, and Baltic, which has turned itself more into a financial services group in the past year, touched 251p before settling for a 3p gain to 247p.

A I Industrial Products, which had been enjoying a strong run in recent days, slipped back 4p to 46p as profit-taking bit into the price. The industrial ceramics and engineering group reported profits last month and earlier this week revealed it has more large disposals in mind.

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Dunhill Holdings jumped 20p to 316p following news of its

Prices traded quietly, although the April 600 put contract in BP rose 17p.

acquisition of Chloe, a French fragrances and fashion business. Dunhill paid £6.4 million and will use the company to spread into the luxury goods for women market.

Reed International shares stay a favourite with certain City men. The shares were up 2p to 574p yesterday, just pennies below its previous best level. One broker suggests the price could pass through the £7 a share level, if the market puts a more realistic p/e on the group.

Pearson, the diverse holding company which includes a merchant bank and the Royal Doulton china makers in its operations, saw its shares jump 29p to 695p as Cazenove & Co., the stockbroker, put through a large line of stock. Cazenove has been dealing heavily in Pearson shares in recent months, and yesterday's "put through" went at a price of £7 a share.

Market men are wondering what is afoot at Tozer Kemsley & Milbourn, the motor distribution and property group. The City still waits for a restructuring deal with TKN's bankers to relieve the company of its debt financing burden which is hurting profits. TKN has borrowings of more than £90 million. Yet the shares are firm, rising 1p to 35p yesterday.

Profit figures are due from Pearson in April, and there is plenty of market optimism about them. Analysts look for well over £95 million pre-tax, against £77.4 million in 1983. There is also a belief that if buyers abound for quality names such as Harrods and Royal Worcester, then Pearson has plenty of attractions.

W H Smith shares continue to press ahead, rising 10p to 218p. At one stage during the day the price reached 226p as market men stood by expecting to hear a stake has been built up in the retailing group.

Arthur Guinness & Son was favourite to make a move for Smith.

US 'cookie war' crumbles  
United Biscuits' profits

While the world at large is watching what the US and Russia will do about nuclear Star Wars, the average American is much more concerned with the "cookie war" which has gripped the nation. Battling it out on behalf of the British is Keebler subsidiary.

With brand names like Cherry Chips Ahoy and Almond Home vying for superiority, it all seems rather comical for UB the war is a serious matter. The extent of the problem was demonstrated quite clearly in yesterday's preliminary announcement which showed that while US sales increased by 21 per cent in dollar terms, profits actually fell by 23 per cent.

The strong dollar reduced this decline to 13 per cent in sterling to £40.1 million but investment and advertising costs have taken their toll and the ultimate outcome will pose the only real question over UB's future.

The war started in 1983 when Procter & Gamble introduced a revolutionary soft cookie. Its success prompted a swift reaction from the main players in the traditional cookie business, Nabisco and Keebler. The Keebler version, Soft Batch, was launched last April and brought sales of \$100 million.

The company snapped up more than 30 per cent of the market in the areas in which it was launched, 75 per cent of the US, but at a cost.

UB ploughed \$50 million of capital expenditure into the new brand and still faces a highly competitive price war. If Keebler emerges unscathed, however, then the long-term benefit will be substantial. At home, business took on a more traditional pattern with all divisions except the frozen foods doing well.

Increases in margins, market share and volumes were reported in biscuits, confectionery and foods and the restaurant business is now taking off, producing an 84 per cent increase up to £7 million.

The group reported pretax profits of £87.2 million, up from £83.3 million. The interest bill increased by £7 million to £23.4 million, reflecting the increased borrowings which took gearing from around 50 per cent to more than 80 per cent.

This is one of the reasons for the £8.2 million rights issue. Borrowings of £249 million will be reduced and the new cash will allow the company to continue its extensive investment programme at home and overseas.

This programme has helped the company to reduce its unit labour cost and its is now a very efficient unit. There is still talk of a takeover for the company but this is offset by the worries about the US. The shares closed down 5p at 188p but they look cheap given the company could make £110 million this year.

## Gilts

Gilts sulked for most of yesterday, as traders woke up to the consequences of the buying spree on Monday and Tuesday. Next Monday sees the final call on the ex-tap. Exchequer 11 per cent 1990, and this should drain more than £700 million out of the market. So much for the gilt traders' wall of cash. Falls in shorts and longs of nearly 1/2 point do not help market chagrin.

## Bejam

Bejam's interim figures contain a number of satisfactory features. A sales gain, for example, of 12 per cent owed just 3 per cent to price inflation. Volume sales improved by some 4 per cent, while new openings made up the balance of 5 per cent. This looks like a slick performance.

The interim dividend rises by 25 per cent, in line with the pretax profit advance. Analysts now seem convinced that £19 million pretax for the year to June this year lies easily within Bejam's capability, pointing

towards an annual growth rate of well over 20 per cent.

Last year's interim figures included a charge of £300,000 for the interest payable; this year, the profit and loss account is a slight beneficiary of interest receivable.

At 156p, the target rating is still around 15.5, which is certainly not cheap. Yet in answer to market fears that it will ultimately fall victim to the supermarkets' strength, Bejam reckons it has just as much buying power as Sainsbury, and equal scope to drift to edge-of-town sites. The shares should continue to outperform.

## G.K.N.

Yesterday's preliminary pretax profits of £120.2 million from G.K.N., the engineering and automotive products group, up from £88.1 million, were in line with market expectations. But City analysts found danger signs. In the gearing ratio, which leapt from 40.8 per cent to 54.1 per cent as net borrowings increased from £240 million to £311.7 million.

The shares were immediately marked down, but soothing noises from the company laid to rest fears of a rights issue and confident remarks about trading and longer-term prospects led to the shares closing up 4p at 224p.

Over the last five years G.K.N. has been improving its business. More than 60 per cent of sales are now made overseas against 45 per cent in 1980 and both the European and US operations are now earning returns in excess of 20 per cent on net operating assets.

The problem remains in Britain where the benefits of extensive capital investment have still to filter through. The aim is to increase the single-figure returns to around 20 per cent within two years. In 1985 the company could make £145 million pretax and on a long-term view the shares look good value.

Putnam to  
raise £70m  
for chip  
technology

By Philip Robinson

Putnam Advisory Company, the Boston-based fund management group with investments totalling \$14 billion (£12.9 billion), is launching a biotechnology fund aimed primarily at British financial institutions.

Putnam Emerging Information Sciences Trust is raising \$76 million (£70 million) to invest in smaller companies engaged in highly specialized developments of "chip" technology based in America.

At present the difference between the price of many of these 776 stocks capitalized at under £500 million is looking cheap compared with their growth prospects.

The shares are being offered in parcels of five for \$50 which includes a \$2.50 agents' fee. One warrant to subscribe for shares will be issued free with each five shares. Agents' fees will be waived for United Kingdom institutions but charged to those in other parts of Europe.

Management fees will be charged at 1/2 of 1 per cent of the net asset value of the fund every month. At \$80 million this would come to \$66,000 a month.

The fund is part of a long-term strategy by Putnam to build relationships with leading investment institutions in this country. It has an office in London and uses De Zoet & Bevan, the stockbrokers, as its agents.

Putnam launched a sister trust investing in Emerging Health Science companies last December. The share price has increased 16 per cent.

## Dollar drives BP Oil into red

BP Oil, whose parent group last week announced record profits of £1.26 billion, helped by the strengthening dollar, yesterday announced a £4 million loss for 1984 compared with a £53 million profit the previous year - almost entirely

because of the stronger dollar.

The results of the oil refining and petrol retailing arm of BP highlight the rising costs now faced by petrol companies because of the fall in sterling against the dollar.

## 1984/5 TAX RELIEF

CHARLOTTE STREET  
RESTAURANTS PLC

Issue of up to 1,699,200 ordinary shares of £1 each at a price of £1.25 per share payable in full on application on or before April 3rd 1985 arranged by

**BALTIC**  
ASSET MANAGEMENT LIMITED  
(Licensed Dealers in Securities)  
11, New Street London EC2M 4TP

**MINIMUM NOW SUBSCRIBED**  
This issue is now through the minimum share subscription level and rapidly approaching completion. Time is short before closure. We intend to issue shares before Budget Day.  
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The Ashdown Investment Trust  
Public Limited Company

Managed by J. Henry Schroder Wagg &amp; Co. Limited

The Annual General Meeting was held at 120 Cheapside, London EC2 on Wednesday, 13 March, 1985.

The following is a summary of the Report by the Directors for the year ended 30 November, 1984.

	1984	1983
Total Revenue	£1,686,618	£1,393,247
Revenue after taxation and expenses	£ 946,695	£ 751,702
Earnings per Ordinary Share	8.63p	6.83p
Ordinary dividends for the year net per share	8.20p	7.00p
Net asset value per 25p Ordinary Share	459.1p	426.0p

Copies of the Report and Accounts are available from the Secretaries, J. Henry Schroder Wagg & Co. Limited, 120 Cheapside, London EC2V 6DS.

Record sales  
and profits...

## Preliminary results for 1984 -

## Sir Hector Laing reports

For the fourteenth consecutive year we have achieved record sales and profits. Sales have increased by 22% to £1,743.1m, and trading profit by 11% to £110.6m but, as indicated in my interim statement, the pre-tax profit increase of 5% to £87.2m is a modest one. Nevertheless, 1984 has been a year of significant progress.

## UK

Our UK businesses had a most successful year with trading profit increasing by 25%. UB Biscuits (including Terry's) and UB Foods both achieved profit gains in excess of 20%. Our restaurant companies, Wimpy and UB Restaurants combined, increased their profit by 84%.

## USA

Overall, Keebler's sales rose by more than 21% in dollar terms. Despite this impressive performance, the intense price competition in soft cookies and associated marketing costs as well as the costs of entering the West Coast and the salty snacks markets, has resulted in Keebler's profits being down by 23% in dollar terms, but 13% when translated into sterling.

...and  
increasing  
investment.

Over the last five years we have invested heavily in fixed assets, in the training and development of our people, in advertising to promote and protect our brands, as well as in research and development to keep ahead in products and production technology to ensure our future.

The chart shows our impressive record since 1980.

## Rights issue

The company is raising approximately £98 million by the issue of 64 million new ordinary shares by way of rights on a one for five basis payable in full on acceptance not later than 9th April 1985.

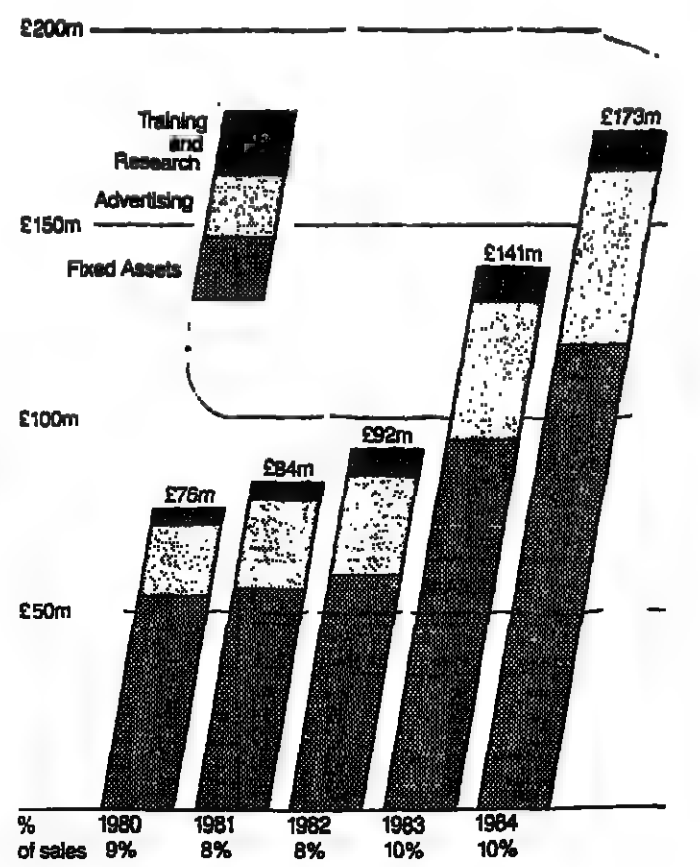
## Outlook

In the UK a strong operating performance is expected in 1985. Keebler's results will depend on the intensity and duration of the "cookie war" but its market share gains in 1984 are an encouraging indication for the future.

## Group performance highlights

Sales	£1,743.1m	up 22%
Trading profit	£110.6m	up 11%
Pre-tax profit	£87.2m	up 5%
Earnings per share	19.6p	up 7%
Dividends per share	7.5p	up 7%
Capital expenditure	£114.7m	up 21%

## UB Group - Investment for the future 1980-84



To find out all the 1984 facts and figures for yourself, send for a copy of the United Biscuits Annual Report to be published in April. Just complete and post the coupon.

To: The Group Company Secretaries,  
United Biscuits (Holdings) plc,  
Grant House, PO Box 40, Syon Lane,  
Isleworth, Middlesex TW7 5NN.

Please send me a copy of your Report and Accounts when published.

NAME \_\_\_\_\_  
ADDRESS \_\_\_\_\_

Hector Laing 13th March 1985  
**United Biscuits**





# THE TIMES Portfolio

From your Portfolio card check your eight share price movements. Add them up to give you your overall total. Check this against the daily dividend figure published on this page. If it matches you have won outright or a share of the total daily prize money stated. If you are a winner follow the claim procedure on the back of your card. You must always have your card available when claiming.

No.	Company	1984/85 High	1984/85 Low
	<b>INDUSTRIALS S-Z</b>		
1	Spencer & Jackson	148.00	145.00
2	Spencer Clark	100.00	98.00
3	TNT	100.00	98.00
4	Siebe	100.00	98.00
5	Wade Potteries	100.00	98.00
6	SI	100.00	98.00
7	Wood (SW)	100.00	98.00
8	Selkirk Law	100.00	98.00
9	Smith & Nephew	100.00	98.00
10	Scars	100.00	98.00
	<b>BREWERIES</b>		
11	Highland Distl	100.00	98.00
12	Vaux	100.00	98.00
13	SA Breweries	100.00	98.00
14	Invergowrie Distl	100.00	98.00
15	Scott & New	100.00	98.00
16	Belhaven	100.00	98.00
17	Dunlop	100.00	98.00
18	Greene King	100.00	98.00
19	Bell (Arthur)	100.00	98.00
20	Bass	100.00	98.00
	<b>ELECTRICALS</b>		
21	System Designers	100.00	98.00
22	Whitworth Elec	100.00	98.00
23	VG Instruments	100.00	98.00
24	Deviserv	100.00	98.00
25	Highland Elect	100.00	98.00
26	Micro Focus	100.00	98.00
27	Chloride	100.00	98.00
28	Arden Elec	100.00	98.00
29	Atlantic Comp	100.00	98.00
30	ULI	100.00	98.00
	<b>INDUSTRIALS E-K</b>		
31	Hepworth Ceramic	100.00	98.00
32	Grampian	100.00	98.00
33	Gieves	100.00	98.00
34	Fisons	100.00	98.00
35	Expanet Int	100.00	98.00
36	Halma	100.00	98.00
37	Heston	100.00	98.00
38	Evered	100.00	98.00
39	IMI	100.00	98.00
40	Edrino	100.00	98.00
(*)	Times Newspapers Limited	Your Daily Total	

Weekly Dividend  
Please make a note of your daily totals for the weekly dividend of £20,000 in Saturday's newspaper.

MON	TUE	WED	THU	FRI	SAT	TOTAL

1984/85 High Low Price Chgs % P/E

SHORTS (Under Five Years)

1	Yates	20	1980	97	3.065
2	Yates	15	1980	97	11.172
3	Yates	15	1980	97	11.172
4	Yates	15	1980	97	11.172
5	Yates	15	1980	97	11.172
6	Yates	15	1980	97	11.172
7	Yates	15	1980	97	11.172
8	Yates	15	1980	97	11.172
9	Yates	15	1980	97	11.172
10	Yates	15	1980	97	11.172
11	Yates	15	1980	97	11.172
12	Yates	15	1980	97	11.172
13	Yates	15	1980	97	11.172
14	Yates	15	1980	97	11.172
15	Yates	15	1980	97	11.172
16	Yates	15	1980	97	11.172
17	Yates	15	1980	97	11.172
18	Yates	15	1980	97	11.172
19	Yates	15	1980	97	11.172
20	Yates	15	1980	97	11.172
21	Yates	15	1980	97	11.172
22	Yates	15	1980	97	11.172
23	Yates	15	1980	97	11.172
24	Yates	15	1980	97	11.172
25	Yates	15	1980	97	11.172
26	Yates	15	1980	97	11.172
27	Yates	15	1980	97	11.172
28	Yates	15	1980	97	11.172
29	Yates	15	1980	97	11.172
30	Yates	15	1980	97	11.172
31	Yates	15	1980	97	11.172
32	Yates	15	1980	97	11.172
33	Yates	15	1980	97	11.172
34	Yates	15	1980	97	11.172
35	Yates	15	1980	97	11.172
36	Yates	15	1980	97	11.172
37	Yates	15	1980	97	11.172
38	Yates	15	1980	97	11.172
39	Yates	15	1980	97	11.172
40	Yates	15	1980	97	11.172
41	Yates	15	1980	97	11.172
42	Yates	15	1980	97	11.172
43	Yates	15	1980	97	11.172
44	Yates	15	1980	97	11.172
45	Yates	15	1980	97	11.172
46	Yates	15	1980	97	11.172
47	Yates	15	1980	97	11.172
48	Yates	15	1980	97	11.172
49	Yates	15	1980	97	11.172
50	Yates	15	1980	97	11.172
51	Yates	15	1980	97	11.172
52	Yates	15	1980	97	11.172
53	Yates	15	1980	97	11.172
54	Yates	15	1980	97	11.172
55	Yates	15	1980	97	11.172
56	Yates	15	1980	97	11.172
57	Yates	15	1980	97	11.172
58	Yates	15	1980	97	11.172
59	Yates	15	1980	97	11.172
60	Yates	15	1980	97	11.172
61	Yates	15	1980	97	11.172
62	Yates	15	1980	97	11.172
63	Yates	15	1980	97	11.172
64	Yates	15	1980	97	11.172
65	Yates	15	1980	97	11.172
66	Yates	15	1980	97	11.172
67	Yates	15	1980	97	11.172
68	Yates	15	1980	97	11.172
69	Yates	15	1980	97	11.172
70	Yates	15	1980	97	11.172
71	Yates	15	1980	97	11.172
72	Yates	15	1980	97	11.172
73	Yates	15	1980	97	11.172
74	Yates	15	1980	97	11.172
75	Yates	15	1980	97	11.172
76	Yates	15	1980	97	11.172
77	Yates	15	1980	97	11.172
78	Yates	15	1980	97	11.172
79	Yates	15	1980	97	11.172
80	Yates	15	1980	97	11.172
81	Yates	15	1980	97	11.172
82	Yates	15	1980	97	11.172
83	Yates	15	1980	97	11.172
84	Yates	15	1980	97	11.172
85	Yates	15	1980	97	11.172
86	Yates	15	1980	97	11.172
87	Yates	15	1980	97	11.172
88	Yates	15	1980	97	11.172
89	Yates	15	1980	97	11.172
90	Yates	15	1980	97	11.172
91	Yates	15	1980	97	11.172
92	Yates	15	1980	97	11.172
93	Yates	15	1980	97	11.172
94	Yates	15	1980	97	11.172
95	Yates	15	1980	97	11.172
96	Yates	15	1980	97	11.172
97	Yates	15	1980	97	11.172
98	Yates	15	1980	97	11.172
99	Yates	15	1980	97	11.172
100	Yates	15	1980	97	11.172

FIVE TO FIFTEEN YEARS

FIVE TO FIFTEEN YEARS					
1985/86 High	1985/86 Low	Time	1980/81 High	1980/81 Low	1982/83 High
105.00	98.00	Trans	12.00	10.00	12.10
105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	11.00	9.00	11.00
105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	10.00	9.00	10.00
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105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	10.00	9.00	10.00
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105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	10.00	9.00	10.00
105.00	98.00	Trans	1		

OVER FIFTEEN YEARS

1	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
2	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
3	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
4	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
5	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
6	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
7	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
8	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
9	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
10	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
11	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
12	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
13	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
14	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
15	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
16	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
17	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
18	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
19	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
20	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
21	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
22	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
23	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
24	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
25	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
26	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
27	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
28	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
29	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
30	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
31	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
32	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
33	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
34	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
35	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
36	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
37	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
38	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
39	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
40	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
41	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
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43	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
44	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
45	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
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49	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
50	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
51	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
52	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
53	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
54	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
55	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
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57	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
58	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
59	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
60	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
61	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
62	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
63	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
64	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
65	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
66	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
67	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
68	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
69	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
70	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
71	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
72	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
73	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
74	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
75	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
76	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
77	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
78	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
79	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
80	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
81	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
82	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
83	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
84	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
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86	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
87	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
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89	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
90	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
91	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
92	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
93	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
94	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
95	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
96	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
97	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
98	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
99	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85
100	1984/85	1984/85	1984/85	1984/85	1984/85	1984/85

UNDATED

INDEX-LINKED						
	No.	Company	1984/85 High	1984/85 Low	Company	1984/85 High
11	98%	Treco R.L.	2%	1988	116%	2,148
12	97%	Treco R.L.	2%	1989	117%	2,174
13	94%	Treco R.L.	2%	1986	112%	2,063
03	98%	Treco R.L.	2 1/2%	2001	102%	2,788
02	87%	Treco R.L.	2 1/2%	2003	182%	2,781
04	97%	Treco R.L.	2%	2006	105%	2,430
07	87%	Treco R.L.	2 1/2%	2008	102%	2,784
08	97%	Treco R.L.	2 1/2%	2011	167%	2,881
91	97%	Treco R.L.	2 1/2%	2013	9%	2,788
98	82%	Treco R.L.	2 1/2%	2016	8%	2,817
99	81%	Treco R.L.	2 1/2%	2020	8%	2,787

INDEX-LINKED

1984/85		Company	Price	Ch'ge	Cross Div		Yld %	P
High	Low				Div	%		
90	138	Allied-Lyons	181			10.0	5.5	
91	30	Bass	857	+3		18.4	3.4	
92	136	bel (Arthur)	110	+2		6.9	4.2	
93	58	Bellman	48	+1		9.5	1.1	
94	70	Blackfins	75			3.9	3.2	
95	206	Brown (Meyers)	305	+12		11.7	3.6	
96	123	Bulmar (P)	142	-2		7.0	4.9	
97	10	Clark (Meyers)	510			19.6	8.5	
98	10	Clark (Meyers)	510			19.6	8.5	

BREWERY

33	Highways (A)	257	+2	21.8	2.8
34	Hawley & Mansure	340	+8	21.8	2.8
35	Hawley	78	+2	2.5	3.4
36	Imperial Chemical	122	+4	6.7	4.1
37	Irish Dist	145	..	8.0	4.1
38	Marston Thomas	55	..	2.5	3.8
39	Morland	157	..	8.2	4.4
40	SA Breweries	157	..	8.2	4.4
41	Scott & New	146	+3	7.9	5.5
42	Seagram	224	..	14.4	8.1
43	Vaux	280	+2	14.4	8.1
44	Whitbread (A)	156	+1	8.2	4.7
45	Whitbread	156	..	8.2	4.7
46	Whitbread Int	156	+4	8.5	5.2
47	Whitbread & D	234	..	18.9	9.7

BANKS DISCOUNT HP

No.	Company	1984/85 High	1984/8
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## COMMERCIAL PROPERTY

## Sparkling US unit trusts outstrip British

By Judith Huntley

The British property unit trust market suffered several blows last year, not least the dire performance of the Pennine Property Unit Trust, the worst in 1984.

The trust had problems in selling its properties to meet redemptions and last May revealed a reduction in value of property held from £11.16 million to £9.66 million. Further redemptions led to the funds' managers seeking an external valuation, which reduced the figure to £7.4 million.

One of the options open to the managers was to liquidate the trust, a proposal which sent shock waves through the industry. Pennine was hit by the recession in the industrial property markets in the West Midlands and the North, where its portfolio was concentrated. But not all property unit trusts were hit in the same way as Pennine, and in the past five years they have marginally outperformed direct property although they have not done as well over the decade.

Phillips & Drew's latest look at property unit trusts shows that Hill Samuel again came top in 1984 with an overall return of 9.6 per cent. It is the only trust to have topped the performance league table more than twice in the past 10 years.

A feature of the market in 1984 was the inflow of money from local authority pension funds. Net new investment in the sector rose during the middle of last year, the first

increase in two consecutive quarters since 1980, and £12 million of this came from local authority funds.

On the other hand, there has been a move out of property unit trusts by some of the nationalized industries' pension funds since 1980. Part of this was because of changes in investment policy but it mainly reflects the contraction of some pension funds, such as British Steel, in that sector.

Units coming to the secondary market from this source were bought by councils and private sector funds. Phillips & Drew predicts that the secondary market will see more activity this year as property generally returns to favour.

While the performance of the British property unit trusts has been far from sparkling, that of the American counterparts has been exceptional. The returns on these in the past two years have far outstripped those for British trusts. The highest performer out of eight large trusts, last year, according to research from the Wyatt Company, was the \$40 million British American Property Unit Trust showing a 46.9 per cent return. New Court was second (43.2 per cent) and Fleming third (42.9 per cent). Public Storage, which has recently made a new offer for sale at £1.669 a unit, also did well, showing a return of 36.3 per cent.

From the viewpoint of British investors, US trusts have benefited from a 33 per cent currency gain since 1982, a period which has seen large growth in American trusts for tax-exempt investors. The higher returns are also because of the higher running yields on US property investments.

## Boost for Hongkong Land office development

Hongkong Land is believed to have let at least 20 per cent of the space in its 1.5 million sq ft Exchange Square development in the colony's central district. Mr David Davies, the company's chief executive, was keeping quiet about lettings when in London last week but sources in Hong Kong say the stockbroking firms of James Capel and Vickers de Costa have already agreed to take space along with Hongkong Land itself.

American Express is said to be considering occupying the whole of the third tower to which Hongkong Land recently committed itself after the sale of its 34 per cent stake in the Hongkong Electric Company to Hutchison Whampoa.

IBM, Chase Manhattan and Citibank are also keen to centralize operations and Exchange Square offers the kind of high-quality office space they want.

Incentives outlined by Hoare Govett at the stockbrokers' briefing on Hong Kong last week, make space there competitive with offices further out. Six and nine-year leases are on offer in Central District with options to buy at today's prices after three years.

## New look for Chancery Lane

Hammerson has completed its refurbishment of 55,000 sq ft of offices at Lonsdale Chambers, 27 Chancery Lane, London, and 30,000 sq ft has been let. The latest tenant Weatherall Green & Smith, which has expanded from its adjoining building, Rakinsons, the firm of solicitors advised by Kinney Green, and W. M. Computer Services, represented by Leslie Lintott & Associates. Asking rents through Baker Harris Saunders are £15 a sq ft.

## Developers wait for Lawson's CGT review

The property world, like the rest of the business community, is anxiously awaiting the Budget next Tuesday. Three key points having the biggest impact on property are likely to be raised. Capital Gains Tax, the imposition of value-added tax and the possible abolition of Development Land Tax are all matters to the forefront of developers' minds.

Mr Nigel Lawson, the Chancellor, has said that he wants to review Capital Gains Tax which has great significance for property shares. One of the reasons for property shares standing at a discount to net asset value is the inherent capital gains liability on the properties held in the companies' portfolios.

Phillips & Drew, the stockbroker, has brought out a report on CGT showing which property companies stand to benefit most if the tax is abolished. It believes that, in line with the

% of estimated net asset value	
London & Provincial Shop	28
Town Centre	27
Brickton Estate	26
Perry Bilton	25
Bradford Properties	25
Property & Reversionary	23
Chesterfield	23
Hastings Estates	22
Rush & Tompkins	20
Land Securities	19
Estates & General	18
Allied London	18
Estates Property	18
Fairview Estates	18
British Land	17
Lalng Properties	17

PROPERTY COMPANY CGT LIABILITIES	
Including 21 per cent in respect of properties held as current assets	
Companies like Great Portland, PSIT, Stock Conversion, Scottish Metropolitan, United Real and Waverley Investments do not provide their estimated CGT position	

tax clamp-down on bond washing, the Chancellor may want to abolish taxation of capital gains realized after year one, and tax gains realized within one year as income.

The stockbroker argues that

any such moves could occur either in respect of assets newly acquired after Budget Day or retrospectively. If the latter were the case, property share values would see a windfall.

Phillips & Drew estimates

that about 16 per cent of the average discount of 26 per cent, is due to the CGT liability.

The abolition of CGT, if it came about, would lead to a rush of property on to the market, which would do little to help the black spots in the sector. As Phillips & Drew says, this would result in a weakening of property values offsetting the benefit of lower discounts. But the firm backs abolition, saying that a freer and healthier market would result.

Value added tax is guaranteed to stir feelings in the property world. There is no doubt that the imposition of VAT at 15 per cent on new construction would slow activity. When it was applied to refurbishment, the property market experienced a tremor with some schemes becoming financially marginal.

The same may well apply to

new development if subject to VAT. Those most likely to be hit would be smaller and active development companies rather than those with large investment portfolios which stand to gain from any slowdown in new schemes.

And those operating in the difficult markets outside London and the South-east would have a hard time trying to pass on VAT to tenants not able to absorb it.

But surely it would break one's heart to see the end of Development Land Tax. It is notoriously hard to collect, arguably costing more to administer than it produces in income to the Exchequer.

More effective ways for the community to benefit from the added value accruing to land due to development are through planning gains which are paid for by developers but are related to local needs.

## Water fund sinks £35m into high-tech scheme

The Water Authorities Superannuation Fund, to the forefront in financing high technology developments on a large scale, is planning a £35 million scheme in conjunction with Gabriel Securities on the former Black & Decker headquarters site at Cannon Lane, Maidenhead, Berkshire.

The fund has bought the site and plans to build 270,000 sq ft of space in units of from 20,000 sq ft upwards.

Black & Decker, which recently moved to Slough, is having a new national distribution centre built in Northampton on a 29-acre site.

The 125,000 sq ft first phase will have one of the most sophisticated computer-controlled warehouses in Britain.

James Lang Wootton advised the fund and is managing the project. Fuller Peiser acted for Black & Decker and will manage the Northampton scheme. Russell Cash & Co, which represented Gabriel Securities, is joint letting agent with JLV.

Centrovital Estates has let the whole of its 25,500 sq ft office building in Monck Street, Victoria, London, to the Department of the Environment.

The DoE is taking a 25-year lease with five-year reviews at an annual rent of £425,000.

Hillier Parker acted for Centrovital and the firm says there are indications of an upturn in the Victoria letting market.

Hillier Parker has just prelet 50 Grosvenor Gardens, owned by Wheatheaf Investments, a subsidiary of the Grosvenor Estate, to Valin Pollen, the advertising agents. The rent for the 8,000 sq ft building is £130,000 a year.

The level of rates has no effect on the distribution of jobs

in the manufacturing, retailing and warehouse sectors of the market. But there is some evidence that the greater link between rates and jobs in the office sector, particularly in London and the South-east.

These findings - which may come as something of a shock to those protesting about the level of rates - have been produced by the Department of Land Economy at the University of Cambridge. Its research indicates that factors other than rates have greater influence over determining location. And the results indicate that councils

which levy above-average rate rises are probably not damaging their local economy.

The researchers admit that some links between rates and job location to be found but say their work is based on one of the most extensive studies of local employment to have been done in Britain.

\* The Effect of Business Rates on the Location of Employment  
The Industrial Location Research Group, Dept of Land Economy, University of Cambridge.

<b>CITY ROAD, EC1</b> Freehold investment for sale @ £580,000. Let to PLC covenant. Ref PC TEL: 01-805 1455	<b>CASTLE HOUSE, BEDFORD SQUARE, WC1</b> Superb modernized period building - 6,850 sq ft. New lease. Ref JBH TEL: 01-242 0333	<b>45 BEDFORD ROW, WC1</b> Fully refurbished building - 3,900 sq ft. To let @ £11.80 per sq ft. Ref RH/JRC TEL: 01-242 0333	<b>48 GRAYS INN ROAD, WC1</b> Self contained building - 4,735 sq ft. To let @ only £7.39 per sq ft. Ref JBH/RH TEL: 01-242 0333	<b>HIGH HOLBORN, WC1</b> Small office suite close to Central Line tube. Ref JRC/RH TEL: 01-242 0333	<b>OXFORD CIRCUS, W1</b> Good quality offices - 5,500 to 15,000 sq ft. To let @ less than £10 per sq ft. Superb entrance hall. Ref RGP TEL: 01-734 1304	<b>REGENTS PARK</b> Institutional or professional office building of 10,500 sq ft. Long lease for sale. Ref RGP TEL: 01-734 1304
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**CENTRAL LONDON OFFICES**

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(Adjacent to Charterhouse Square).

WITH PLANNING CONSENT FOR OFFICE, RESTAURANT and minor residential use

with total area of 13,790 sq ft.

Offers in excess of £500,000 sought.

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LONDON, EC2V 8DA.

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40,000 sq. ft. Office Accommodation

Occupation late 1985.

North of Thames to Marylebone Road - east of Tottenham Court Road to west of Bishopsgate.

Under £20 per sq. ft.

Principals only.

Applications in confidence. In the first instance, to: Walter Judd Limited (Ref L822) (Incorporated Practitioners in Advertising), 1a Bow Lane, London EC4M 9EJ.



Following the DIVIDEND DECLARATION by the Company on 10 January 1985, NOTICE is now given that the following DISTRIBUTION will become payable on or after 15 March 1985:

Gross Distribution per Unit	2,500 cents
Less 15% U.S.A. Withholding Tax	0,375 cents
	2,125 cents

Converted at \$1.075 = 20,019,767.44

Claims should be lodged with the DEPOSITARY: National Westminster Bank PLC, Stock Office Services, 20 Old Broad Street, London EC2, on special forms obtainable from that Office.

United Kingdom Banks and Members of the Stock Exchange should mark payment of the dividend in the appropriate square on the back of the certificate.

All other claimants must complete the special form and present this at the above address together with the certificate(s) for marking by the National Westminster Bank PLC. Postal applications cannot be accepted.

Date: 11 March 1985

## INSEAD MBA

European Institute of Business Administration

Fontainebleau

announces

## Scholarships\*

available to British citizens with a university degree or equivalent professional qualification.

This ten month programme starts either September or January. 280 participants from 30 countries.

\* Louis Franck scholarships for candidates with a financial background.

\* Kitchener European scholarships for candidates one of whose parents has served in the British Armed Forces.

For information, contact:

INSEAD MBA

Admissions Office,

Boulevard de Constance,

77305 Fontainebleau Cedex,

France.

Tel: 33 (6) 422 48 27



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For reservations call direct (212) 799-1000. In London call 400-0916, Telex 2144.

PRELIMINARY RESULTS - 1984

# Ultramar

## CONTINUED GROWTH

• Turnover exceeds £3 billion for the first time.

• Net profit increased to £127.6 million.

• Cash flow at an all time high of £215.4 million.

• Total net dividend up from 8½p to 10p per share.

• Record oil and gas production of 83,000 barrels per day of oil equivalent compared to 41,000 barrels per day in 1983.

• Increase in attributable reserves to 615 million barrels of oil equivalent from 400 million barrels in 1983.

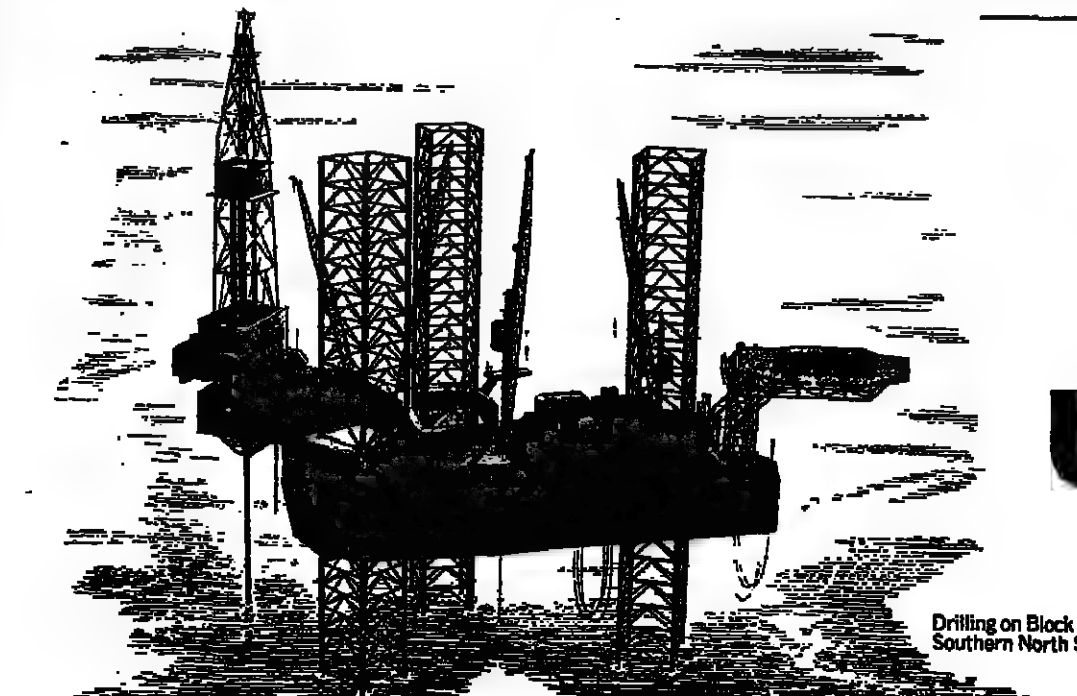
• Full potential of major capital projects not yet realised.

• Acquisition of 50 per cent of ENSTAR boosts reserves and production.

• 1985 has started well.

SUMMARY OF FINANCIAL RESULTS		Year 1984 £ million	Year 1983 £ million
Turnover (Sales revenue)		3,260.4	2,057.1
Profit on ordinary activities before taxation		284.9	156.0
Profit on ordinary activities after taxation		127.6	122.1
Cash flow from operations		215.4	124.5
Capital expenditures (including acquisitions of new subsidiary and associated companies)		287.7	306.2

OPERATING RESULTS		Year 1984	Year 1983
Sales of oil (barrels per day)		291,200	241,100
Oil refined (barrels per day)		104,000	88,400
Oil produced (barrels per day)		26,400	10,600
Gas produced (thousands of cubic feet per day)		340,000	183,800
Gross wells drilled		315	157
Oil and gas wells completed (in which the Group has varying interests)		201	105



**Ultramar**

Morgan House, 1 Angel Court  
London EC2R 7AU

Drilling on Block 48/5 in the Southern North Sea Basin

For a copy of the 1984 Preliminary Announcement please write to the Company Secretary at the above address.











10















\* denotes Tuesday's figures are latest available



THE TIMES

## GENERAL APPOINTMENTS

01-278 9161/5

The fact that *The Times* can produce a supplement such as this, full of advertisements for well paid jobs, is, of course, extremely welcome to me as Secretary of State for Employment. But, coming at a time of high unemployment, it also illustrates once again the jobs paradox that this country faces.

For while unemployment continues to rise, so does employment; and although no one would deny that unemployment is far too high, it is nevertheless becoming increasingly clear that the figures do not, by themselves, tell the whole story.

Most people are well aware of the unemployment figure. Far fewer, however, know the figures for employment - that the number of people in work actually rose by 340,000 in the year to last September; and that the figure for the 18 months to September was 480,000.

Nearly half a million new jobs in

18 months is no mean achievement for the British economy, but the problem I face is that this increase has not yet worked through into a reduction in the unemployment figure.

There are two main reasons for this. Firstly, our population of working age is rising rapidly. During the past 30 years it has grown by three million, by 1,754,000 in the past 10 years alone. These increases are continuing, by 200,000 last year and about 100,000 this year, and to this must also be added a large number of married women going back to work.

So we have to create a substantial number of jobs every year, just to stand still on unemployment.

But the problem of an increasing workforce is not a permanent one. From 1990 to 1995 our population of working age will actually decline, and from then on it will increase very much more slowly than in recent years. This in itself should

greatly improve job prospects, particularly for young people.

Demography, though, is not the only cause of the jobs paradox. For we not only have a larger workforce; the people in it are also doing different jobs. In some industries demand for labour is declining, whereas in others it is increasing sharply.

Because of this many of the new jobs are neither of the same sort, nor in the same places, as the old ones. The greatest change, of course, has been the shift from manufacturing to services.

Thirty-five years ago manufacturing accounted for 40 per cent of employment. Today it is only 26 per cent, while service employment has grown from 43 per cent to 65 per cent.

This has been a painful process for those parts of the country that depended on the traditional manufacturing industries. Even when these industries have not themselves declined, they have usually cut

Britain's total

workforce is

growing, even

though dole

queues are

lengthening. Tom King,

Employment Secretary,

looks on the bright side



The new jobs are concentrated in these sectors and areas, and many of them are either highly skilled or part-time - which tends to benefit women more than men, skilled workers more than unskilled.

As a result we are short of full-time opportunities in areas of traditional heavy industry, of opportunities for older men made redundant late in working life, and for young people who have missed out on the great improvements in training introduced in the past three years.

At first glance a supplement such as this may seem to have little to offer these groups. Many of these jobs are in the South-east. Many are for specialists or professionals, and require considerable experience and skills.

There is little that seems immediately relevant to a redundant steel worker in the North-east, or an untrained, unemployed 20-year-old in Brixton.

Such an attitude would, however, be far too pessimistic. The publication of this size, entirely composed of job advertisements, shows that the economy is growing and is capable of producing a large number of new jobs. And growth at the top end of the jobs market is, I am sure, a harbinger of future improvement lower down.

Companies increase their recruitment of managers and administrators when they are planning to expand. Many of the managers who are recruited today will themselves be recruiting more workers tomorrow.

That will directly help the unemployed because, contrary to the impression that is sometimes given, people who become unemployed are not automatically condemned to languish indefinitely in the dole queues. Every month a third of a million people leave the unemployment count, and half the people

becoming unemployed leave the count within three months.

Many of those who leave the count most quickly do so because they have managed to retrain and upgrade their skills. Everywhere I go employers complain to me of the shortage of skilled labour, and this supplement, too, confirms the demand for people with the right training and skills.

The Government is increasing the amount it spends on training, and encouraging employers to do the same, precisely so that people, and particularly the unemployed, can take more advantage of the opportunities that are available.

The worlds of the £20,000-a-year executive and the unemployed factory worker may seem miles apart, but both inhabit the same economy and benefit when it improves. This supplement shows that the economy is growing, is producing new jobs, and has the capacity to go on doing so. And that is good news for everyone.

## Partnership Secretary

Partner Status City

Solicitors To £35K

Our client is a substantial firm of solicitors with an established City presence, overseas offices and a total staffing of around 250 people. They require an exceptional person to take charge of all financial and administrative affairs of the business and act as its partnership secretary.

Reporting to the Executive Partner, the successful candidate will be building upon an established and respected role at a time of rapid change and development.

Candidates aged around 35-45 will be qualified accountants who can demonstrate success at a senior level in a service environment, preferably within a partnership.

For an immediate and totally confidential discussion, please telephone Peter T. Willingham on 01-283 3070 today, or better still send him under strictly personal cover a comprehensive curriculum vitae, (reference 33) at Spicer and Pegler Associates, Executive Selection, St Mary Axe House, London EC3A 8BJ.



Spicer and Pegler Associates Management Services

## Production Director

Foreign Language Publications for Industry &amp; Publishing

To £25,000 + Car

Tek is employed by over 1,000 major international companies and publishers to handle the production of their industrial publicity and publications for overseas markets: brochures, manuals, technical publicity, films, books...

Tek translates, designs, typesets and prints this material in all of the languages of international trade. Tek has excellent production resources: experienced managers, outstanding translators, the latest computerised typesetting equipment in-house, print buying by experts plus 25 years experience.

Now a growing demand for our services requires us to appoint a Production Director to mastermind the whole complex production operation. Also to play a major role in new business development jointly with the Marketing Director. This position offers the prospect of appointment to the Board of Directors.

Please write, with C.V., in strictest confidence to: Managing Director, Tek Translation and International Print Ltd, 11 Uxbridge Road, Shepherd's Bush, London W12 8LH



## Director

United Kingdom Trade Agency

£18,000-£20,000

The United Kingdom Trade Agency helps developing countries, particularly the poorest and least competitive, to promote their economic development through increased exports, especially to the United Kingdom.

The core budget is funded by the Overseas Development Administration and operates as a Department of the London Chamber of Commerce and Industry.

This is a challenging position requiring a manager who will head up a team of up to ten people. The successful applicant will direct the work of the Agency which includes dealing with enquiries and arranging promotional visits to the UK from developing country exporters, advising UK importers and trade organisations of opportunities for expanding trade together with the arrangement and presentation of training courses.

As contacts are expected to be maintained with similar national and international organisations, it is envisaged that overseas travel will be necessary.

Candidates, aged between 40-50, will have considerable experience and understanding of the trade problems of developing countries. Preference will be given to applicants with a commercial background, particularly allied to training experience. Financial expertise would also be advantageous.

Comprehensive applications should be sent within 21 days of this advertisement quoting ref UKTA/TD, to: A. Wilson, Room E484, European Community Department, Overseas Development Administration, Eland House, Stag Place, London SW1E 5DH.



OVERSEAS

QDA DEVELOPMENT Britain helping nations to help themselves

## MANAGING DIRECTOR

FOOD DISTRIBUTION

You are a successful director or senior manager, planning corporate strategy in physical distribution services. After several years in this role it is now time to realise more of your own ambitions.

In order to meet these personal goals in the next few years you will need to work with stimulating people who have as clear an understanding as you have of the current market state and the latest applications of technology in food retailing and distribution.

A bold step towards your career development objectives would be to take the reins of a well-established company and initiate significant changes to meet anticipated market trends. You would establish corporate targets, build a team of achievers from the 300 or so employees and lead them into an exciting future.

If you can successfully implement the changes that this national company - jointly owned by manufacturers of successful brands - requires, you could enjoy an excellent remuneration package (with profit share) whilst your family grows up in an attractive part of the Severn Valley where you will all enjoy a high standard of living.

Applications by telephone to Bob Wileman at:

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The specialist recruitment and training consultants in transport and physical distribution.

64 North Street, Guildford, Surrey GU1 4AH. Guildford: (0483) 502525.

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Consultants £10-£15k plus benefits

We are looking for young and ambitious professionals, under 30 and of graduate calibre, ideally with relevant experience. Self-motivated, you should have potential to specialise in either Marketing, Technical or Accountancy appointments and to run your own Division within one of our regional offices in St Albans, Windsor, Guildford and Central London.

Graduates with relevant degrees will be given training.

'On target earnings' will bring car of your choice, and there is a high basic salary, incentive bonus, private health care, pension etc.

Please ring Lawrence Lock or write with brief details.



Management Personnel

Recruitment Selection &amp; Search

York House, Chertsey Street, Guildford, Surrey. Tel: (0483) 64857 (out of hrs (0483) 273205)

## TRANS WORLD AIRLINES

seeks applicants for the post of

## FIELD SALES MANAGER

For its passenger sales department in the United Kingdom (based in London). The successful candidate will assume responsibility for the day to day direction and motivation of the UK passenger sales force and achievement of revenue goals in an exciting but increasingly competitive and pressurised market place. Applicants must be well educated, preferably to degree standard and have a proven track record in sales management in a service or leisure field, preferably involving North American markets. In addition, demonstration of a creative leadership ability is essential and a familiarity with modern office technology including micro applications is desirable. Starting salary will be negotiable around £18,000 plus car and fringes including generous air travel privileges (after qualifying period). If you are aged between 30-40 and are really ready to move on towards senior management in a first class organisation write fully with C.V. to:

DEPARTMENT JJC,

TWA

214 OXFORD STREET,

LONDON, W1N 0HA.

(Telephone enquiries will disqualify.)

Leading the way to the USA.



## RETAIL DIRECTORSHIP

A NATIONAL CHAIN of retail shops owned by an enterprising charitable trust will shortly have need for one, or possibly two, additional directors to handle developmental work.

EXPERIENCE in retail business, including local market assessments and the finding and acquisition of shop premises, is essential; experience of managing people through branches is important.

THE BOARD at present comprises non-executive directors only but the new appointment(s) will entail change; the consultants advising the Chairman will be interested in hearing from experienced directors or top managers seeking either part-time or full-time commitment.

REMUNERATION, on a full-time basis, up to about £16,000 pa (non-executive and or part-time *pro rata*); location - South Coast on Kent/Sussex border.

Please write in confidence, giving factual information about experience and full biographical data, to M J Graham-Jones, Charity Appointments, 146 Queen Victoria Street, London, EC4V 4HN.

Charity Appointments



Yorkshire and Humberside Tourist Board

## DIRECTOR

£79,602 x £513(3) - £21,141

Applications are invited for the above post, following the appointment of the present holder as Director to the East Midlands Tourist Board.

The Yorkshire and Humberside Tourist Board is responsible for the development and promotion of tourism within the region and has a current budget of some £500,000. The Board membership reflects a three way partnership between the commercial sector, local authorities and the English Tourist Board, and is regarded as one of the most successful Regional Tourist Boards in the country.

The post of Director, which carries responsibility for 19 staff, is based at the Board's offices in Tadcaster Road, York.

Further details may be obtained from the Secretary and Legal Adviser, Room 221, County Hall, Wakefield, W1P 2GW. Tel: Wakefield 367111 ext 2224, to whom letters of application, with full CV, should be sent by 28 March 1985.

## Director

Human Resource Consultancy

Our client is a well established consultancy backed by a major international corporation. They market a range of consultancy services including executive search, management selection and management assistance programmes, both in the UK and overseas. The company has established industry specialisations in insurance, financial services and high technology.

They wish to recruit up to three Directors to play leading roles in developing the existing specialist sectors.

To qualify you will be aged 28-40, preferably have a professional qualification and background. Previous exposure to management consultancy and/or recruitment would be an advantage. Certainly you must want to join a highly motivated and service oriented company.

To apply please write to me, Melvyn Gadsdon, enclosing a full copy of your CV.

IAS

LONSDALE ADVERTISING SERVICES LIMITED

Heath House, Portman Square, London W1R 0QH



# GENERAL APPOINTMENTS ☎ 01-278 9161/5

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£15,000-£40,000+ Substantial Benefits

Our clients, some of the City's most successful and innovative merchant banks, stockbrokers and practising accountants, require additional members to augment established and developing departments. Vacancies exist across the board from Executive to Assistant Director level. We are therefore interested in hearing from:

(i) Experienced Corporate Finance people with a banking, broking or industrial background; Contact Robert Digby

(ii) Newly/recently qualified ACAs and Solicitors.

### TAX CONSULTANCY

A.C.A.s - SOLICITORS - BARRISTERS £16-£25,000+ Car

We represent a number of firms of Chartered Accountants, Solicitors, Merchant Banks, Financial Institutions, Tax Consultants and Multi-national Corporations who require candidates to undertake a variety of disciplines. The work will be of a challenging nature and within very fast moving environments. Contact Timothy Burrage.

### FINANCIAL INVESTIGATIONS

To £25,000+ Car

We currently have a wide variety of positions within the investigations departments of highly respected firms of accountants for candidates with specialist knowledge. Duties will be fairly diverse and are likely to include:- corporate advisory work, business start ups and venture capital assistance, mergers and acquisitions, U.S.M. and S.Ex circulars, long and short form reports, general forecasting, valuations, forensic accounting and expert witness. Applicants should show extensive experience in at least one of these fields and possess an exceptional academic record. Candidates wishing to return to the profession from financial or commercial concerns would be favourably regarded. Contact Colin Perkins.

Financial Recruitment Specialists  
16-18 New Bridge St, London EC4V 6AU  
Telephone 01-583 0073

The BP Research Centre is one of the largest and best equipped industrial research facilities in Western Europe, providing support for BP Group Companies in the Research and Development field. BP is a leader in the Research and Development of new processes and we currently have an attractive career opportunity for a:

## Senior Chemical Engineer

- with an innovative approach

...to translate interesting laboratory results into commercial realities. You should have a relevant degree and substantial post degree experience, including conceptual flow sheeting and process design in the chemical and synfuel field. Experience of minerals and inorganics would also be of interest.

Starting salary will be as expected from a major multi-national organisation, and is dependent upon ability and experience. The attractive benefits package also includes a non-contributory pension scheme, subsidised restaurant, on-site sports and social facilities and relocation assistance, where appropriate.

So if you are a conceptual thinker who can interact with high calibre scientists and engineers, please telephone for an application form or write enclosing a CV, quoting reference SR 5327, to: Anne Sheppard, The British Petroleum Company plc, BP Research Centre, Chertsey Road, Sunbury-on-Thames, Middlesex TW16 7LN. Telephone: Sunbury-on-Thames (09327) 62028.

BP is an equal opportunity employer.



**Research**  
SUNBURY-ON-THAMES

## CIBA-GEIGY

### Opportunities for Scientists interested in ELECTRONICS CHEMICALS RESEARCH

Ciba-Geigy is an international Chemical company which relies on technical innovation and creativity to maintain its position at the forefront of the chemical industry.

A major decision has been made to intensify efforts in the challenging field of chemicals for electronics uses and one of the main technical centres will be at Ciba-Geigy Plastics at Duxford, Cambridge where new laboratory premises are planned. This investment offers an exciting opportunity for Research Scientists who would like to be involved at the inception of this new development and who would be able to contribute in a substantial way to international growth in this area.

We have opportunities for Graduates who already have knowledge of chemicals for electronics uses and possess some industrial experience in this area. It is likely that successful candidates will hold a Ph.D and have the personal characteristics necessary to motivate themselves and others in this new area of chemistry where a high degree of creativity is a prerequisite. We shall be able to offer the right candidate an attractive employment package together with the opportunity of moving to this very pleasant part of the country.

If you are interested in applying, please send full details of your background and career to date to:

Mrs. N. J. Stranks, Personnel Officer,  
CIBA-GEIGY PLASTICS,  
Duxford, Cambridge CB2 4DA  
Tel: Cambridge (0223) 832121

## MARINE ENGINEERS-SHIPS MASTERS

Safety at sea - A vital cause  
for your professional concern

Britain's Marine Survey Service is widely acknowledged by international government and maritime bodies as the world authority on marine safety. The responsibilities of its Surveyors embrace all aspects of maritime safety from the drafting and enforcement of British and International safety regulations and design specifications, to publishing and delivering lectures on the latest research findings. This academic aspect is balanced by practical involvement in surveying, inspecting and certifying all types of vessel and some offshore structures; accident investigations; and co-ordinating measures to combat pollution at sea. Surveyors also have wide ranging responsibilities under the Merchant Shipping Acts.

Marine Engineers  
(Engineer and Ship Surveyors) Ref: T/934/2

The work involves surveying hulls, machinery, boilers, equipment, fire-fighting and life-saving appliances of ships and accommodation; investigation of casualties to ships; marine pollution avoidance; survey of ships for assignment of tonnage and load-lines; the examination of marine engineers for Certificates of Competency; and duties in connection with International Collision Regulations.

Candidates must have the Department of Trade (or the former Board of Trade or Ministry of Transport) Extra First Class Certificate of Competency for steam and motor or have a degree in an engineering discipline or have passed the Engineering Council's Part 2 examination in appropriate subjects or be Royal Naval Engineer Officers who have served on regular engagements and have received the full specialist course at the RN Engineering College. You must also have either the Department of Trade Certificate of Competency (Marine Engineer) Class 1 (Steam and Motor) or the Department of Trade First Class Certificate of Competency for steam and motor. Applicants who are qualified only for steam or motor will be considered, provided they have adequate experience of machinery not covered by their qualifications. All candidates must have served on articles in sea-going steam or motor ships having propulsion machinery of at least 3000 kilowatts as watch-keeping engineers for at least 3 1/2 years.

Ships Masters (Nautical Surveyors) Ref: T/935/2

The duties include the survey of safety and navigating equipment, investigations into shipping casualties and collision regulation infringements; inspection of the stowage of grain, timber and dangerous cargoes; examination for certificates of competency for masters and deck officers on passenger and cargo ships, and skippers and second hands on fishing vessels; and sight tests.

Candidates must have been on command as Master of a merchant ship for approximately two years. A proportion of this time must have been as master of a ship trading beyond Near Continental limits. You must also hold either an Extra Master Certificate of Competency or a class 1 Master Mariner's Certificate of Competency plus a degree in nautical studies where the option followed in the 2nd/3rd years involved the mathematical treatment of subjects.

Naval Architects (Ships Surveyors) Ref: T/933/2

The responsibilities include the surveying of the construction watertight subdivision, structural fire protection and stability of passenger ships; the survey of ships for the assignment of load lines, safety equipment and crew accommodation, for the carriage of bulk and dangerous cargoes, and the investigation of shipping casualties.

Candidates must have a degree in Naval Architecture or have passed the Engineering Council's Part 2 examination in appropriate subjects. You must have a total of 7 years' post-qualification experience, 3 years of which must have been in a responsible position in an establishment concerned with the building, design, repair or operation of ships or in an appropriate research establishment.

Salary (under review) £10,480 - £12,770 with starting salary according to qualifications and experience (up to £1300 higher in London). Good prospects to senior grade taking you above £16,000 and opportunities for higher promotion.

RELOCATION EXPENSES MAY BE AVAILABLE.

For further details and an application form write to Civil Service Commission, Alencon Link, Basingstoke, Hants, RG21 1JB, or telephone Basingstoke (0256) 468551 (answering service operates outside office hours). Please quote appropriate reference.

Marine Survey Service  
Department of Transport

The Civil Service is an equal opportunity employer

## More work, more play?

Coopers & Lybrand is one of the largest tourism and leisure consultancies in the UK, providing a full range of advisory services in this, one of the fastest growing areas of the UK economy.

We draw on a broad spectrum of consultancy resources to aid the establishment of and investment in hotel groups; to act as consultants to tourist boards and development agencies; to develop tourism strategies and to help with leisure project investment, such as theme parks, leisure centres and sports stadia.

At Coopers & Lybrand, we are looking for Consultants and Senior Consultants, 25-35, with experience in one or more of the following areas: marketing, accountancy and information systems development in tourism and leisure.

Please send a résumé, including a daytime telephone number and quoting reference 04/2, to Don Wilkes at Coopers & Lybrand Associates, Fleetway House, 25 Farringdon Street, London EC4A 4HD.

**Coopers  
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### TRAIN FOR MANAGEMENT KITCHEN DESIGN

And help us to grow. We have 4 luxury showrooms in London and are acknowledged leaders in the fast expanding kitchen industry.

Previous experience is secondary to the right personal qualities as full training will be given. Starting as a trainee you could expect to become a design consultant within a year and a showroom manager(ess) within 2-3 years. Our managers currently earn £17,500pa + car and two have recently been appointed directors. Saturday working is involved and you must be prepared to live in the GLC area.

You should be aged between 20 & 30 and will almost certainly be educated to at least 'A' level standard and should spurn the 9-5 mentality. A strong enthusiastic personality is essential. For an interview:

Telephone: 399 1637 and leave a message on my answerphone, telling me about yourself. Leave your number and I will call back.

Or write to: The Managing Director,  
Just Kitchens Ltd.,  
Dunton House,  
1a Upper Brighton Rd.,  
Sutton, Surrey.

### EXPORT / IMPORT MANAGER

This position requires fluency in French and English. Located in Weybridge, Surrey, our firm continues to grow and now requires an experienced manager for the local office. Primarily the position will be to supervise a staff of 4 and direct the office in an efficient and effective processing of proposals, import export licensing, freight forwarding, shipping, Bill of Lading, Customs invoicing, Order Processing, Orderly file systems and the like. Further, managing the book keeping and treasury functions is required. Reporting to the owner, the successful individual will be hard working, experienced in the function and process management skills, sense of humour and good customer rapport both by telephone and in person. Better than average salary and benefits. Please send your CV and salary requirement to:

c/o Mrs D. Stickley,  
107 Heatherington Road,  
Charlton Village,  
Shepperton,  
Middlesex.

### SAUDI ARABIA MANAGER

#### Insurance Department £Neg - Tax Free

Our client operates on oil refinery producing a range of products and lubricants. The Corporate Finance Department has advised this vacancy and plans to interview the first week of April. Candidates with experience of the petroleum industry are of special interest.

Minimum requirements are a FC11 or AC11 with 8 years' broadly based experience. You will be responsible for all of the refinery insurance matters.

Salary will be based on experience and qualifications and will be internationally competitive. Additional benefits include housing, medicare, local travel allowance, 12 days public holidays and an annual leave of 35 days. Family status may be available at some stage if required.

Interested candidates please send a CV with copies of qualifications and references if available or telephone for an application form to: John Nicholson, Director, Overseas Recruitment Division, ARA International, 17/19 Maddox Street, London, W1R 0EY. Tel: 01-628 2366, Ext 254, 205. Specialists in Technical Recruitment.

## BANK OF ENGLAND ECONOMICS DIVISION

The Economics Division of the Bank of England has vacancies for two economists, with strong quantitative skills, probably in their late twenties. They will join a team of some forty economists engaged in policy analysis and research related to the economy and financial system of the United Kingdom. Preference will be given to candidates with experience of macro-economic models, or of international economics, particularly exchange rates and international capital flows.

Appointments will be on contracts of two or three years. Salaries will be negotiable, depending on age and experience, but are unlikely to be below £10,000.

Application forms are available from: C T Taylor, Economics Division, Bank of England, Threadneedle Street, London EC2R 8AH (or by phoning: 01-601 4618 or 4832).

They should be returned by Thursday 4 April together with any relevant examples of work.

BANK OF ENGLAND



صكرا من الامل



# GENERAL APPOINTMENTS 01-278 9161/5

## INFORMATION IN THE OIL INDUSTRY

Control of Company Library and File Systems

LONDON £12,000 - £14,000

Amerada Hess Limited has been involved in the North Sea since 1963 and has extensive and successful interests in the area. The Company has recently stepped up its activities causing rapid expansion in its London office.

The Company places particular importance on the efficient co-ordination and control of information within its management filing and library systems. This key support function to the management decision-making process is currently being expanded.

We require someone to create and operate these systems, ideally with a formal qualification in information science. The successful applicant is likely to be aged 25-35 with at least 5 years' relevant experience in a dynamic commercial environment. The ability to expand this function further and be able to communicate well with all levels of management to satisfy their requirements quickly and effectively will be necessary. Experience within an oil company will be a significant advantage.

In addition to salary an excellent benefits package is offered including Non-Contributory Pension Scheme, subsidised BUPA, Luncheon Allowance of £480 p.a. and Season Ticket Loan.

Applications giving full relevant details should be sent to:

Julian Yates,  
Senior Personnel Officer,  
Amerada Hess Limited,  
2 Stephen Street,  
Tottenham Court Road,  
London W1P 1PL.  
Tel: 01-636 7766.

AMERADA  
HESS

## ELECTRICITY CONSUMERS' COUNCIL (ECC) POLICY AND RESEARCH OFFICER

(£12,356 - £15,439, including London Weighting)

The ECC is a statutory body representing, at a national level, the interests of all electricity users in England and Wales.

We seek to appoint someone with a good, relevant degree and about five years' work experience. Direct experience of or a working knowledge of the Electricity Supply Industry would be an advantage. As a member of a small team of policy staff, the successful applicant will contribute to the work of the Council on a broad range of issues, but particularly in relation to the forward planning of the ESI and matters relating to technology and generation. He/she will have a major role in managing all aspects of the external research and consultancy inputs to the Council. A high level of skill in spoken and written presentation is essential.

For further particulars, write to: The Director, the Electricity Consumers' Council, Brook House, 2-16 Torrington Place, London WC1E 7LL.

(Closing date for receipt of applications is Tuesday, 2 April.)

## ELECTRONIC PUBLISHING

### DIRECTOR OF MARKETING

A small highly qualified team has been formed to develop a nationally important resource. "British Expertise in Science and Technology" is a new database which contains unique data on the skills knowledge and expertise of British university and polytechnic research staff in the areas of science and technology.

A scientifically literate person with substantial experience of marketing to the Research Directors of the comparatively few large high technology organisations world wide is required to join the team.

Reporting to the Managing Director, the person appointed will play a major role in formulating marketing policy as well as carrying it through on a world-wide basis.

To fill this important role, candidates will have to demonstrate an understanding of the technological needs of large companies, have a creative approach to the marketing opportunity, and a science or engineering background allied to considerable personal attributes. It is thought unlikely that candidates will be under 30.

The company is based in St Andrews and is part of a major publishing group which is seeking to expand its electronic publishing interests through the company.

The total employment package, including a performance related element, will exceed £30,000 per annum for the right person.

Contact The Managing Director, Longman Cartersmill  
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Telephone 0334 77660

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required by Trade Association to

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### PERSONAL TAX MANAGER

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Svecia Antiqua is a recently formed company, backed by a large multi-national group, and we specialise in producing exclusive papers. To enable us to do this successfully, we maintain complete control over our production process—from originating our own techniques, through to designing, building and assembling our own machinery.

The initial response to our products has been overwhelming and, due to our rapid expansion, we are now looking for two senior managers who will be based at our Head Office in Tunbridge Wells.

### PROJECT MANAGER

The successful applicant will be responsible for liaising with our development company in Sweden, designing our new machinery, choosing and dealing with UK suppliers, as well as assembling the new machinery at our factory in Tunbridge Wells.

This candidate should be a mechanical engineer, aged around 30 with a degree in engineering. Knowledge of electronics would also be useful.

Experience in machine design and negotiating with suppliers is essential.

### PROJECT CO-ORDINATOR

The position will require the co-ordination of our technical development work in Sweden with our worldwide marketing programme. The applicant will also have to organise the machine building programmes with our affiliated companies in Sweden, as well as implementing the computerisation of our offices and factory.

The ideal candidate will be a BA graduate aged between 24-30 with experience in the paper and packaging industry. You must be fluent in Swedish and English and be able to speak two of the following languages: German, French and Spanish. Extensive experience of mainframe computer systems and programming is also essential.

We offer the successful applicants for these key appointments excellent rewards and benefits, a stimulating and hard working environment and exciting career potential.

Please send your written application to: Robert Thorpe, Stokes Thorpe & Associates Ltd., 1 Fairfield Avenue, Staines, Middlesex TW18 4AB. Tel: 0784 59048/9. 24hr Answerphone.

Svecia Antiqua Ltd.,

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# GENERAL APPOINTMENTS ☎ 01-278 9161/5



## Career Opportunities on the South Coast

Lloyds Bowmaker, one of the UK's leading finance houses and a member of the Lloyds Bank Group, is moving its Personal Finance Division to Bournemouth this summer. As a result of this move and our continued growth we now require the following computer professionals.

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Programmers, ideally with 2-3 years NCR experience, or similar, are required to complete our team who are primarily responsible for designing new programs and preparing test data. Educated to at least 'A' level standard, you must be flexible in your approach and conversant with current developments in computer/hardware technology.

### Operators £6,700 - £8,100

Under the supervision of a Shift Leader you will be mainly responsible for the successful operating of the system, ancillary equipment checks and the loading and unloading of peripherals as necessary. Ideally with at least a year's NCR experience, you must also possess a sound educational background.

For all the above positions age will not be a barrier; experience plus a willingness to contribute to the Company's continued growth are prime requisites.

As you will, for the first few months, be based at our offices in Holborn, we will pay your daily travel expenses (or the cost of temporary accommodation in London, to compensate for any inconvenience you are caused). We are also offering to meet your relocation expenses, should you need to move nearer Bournemouth.

You will receive a salary in the range indicated accompanied by an excellent benefits package.

If these brief details have encouraged you to find out more about the jobs and the better life style to be found on the South Coast, please the coupon below NOW to: Miss Judith Monaghan, Personnel Officer, Lloyds Bowmaker Limited, 18/20 St. Andrew Street, London EC4P 4JB or telephone: 01-353 6891.

To: Lloyds Bowmaker Limited, please send me an Application Form for the

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### TERMS

The terms of appointment include attractive Saudi tax-free salaries plus commission on sales, company car, medical care, free furnished accommodation and two return air tickets, per year, from country of origin.

Applicants should submit C.V. and references, without delay, to:

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REALTIME ENGINEERING & DATA ANALYSTS  
P.O. BOX 278  
DHAKHAN 31932, SAUDI ARABIA  
Tel: 010-966-3-865-2480 TLX: 670480 READAK SJ  
TELEFAX: 966-3-864-9043  
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As part of our general expansion programme there is a requirement for a Sales Executive to be primarily responsible for existing and future prospects within Europe.

Whilst a strong technical background, together with successful sales experience in high technological capital equipment is preferred, emphasis will also be placed on the initiative and enthusiasm of the candidate. Knowledge of German, French and/or Italian is required.

Remuneration will consist of basic salary, commission, company car and private health insurance.

Please apply in confidence to:

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Laser-Scan Laboratories Limited  
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## SPORTS PRODUCER RADIO NORFOLK

BBC Radio Norfolk is looking for a radio journalist to run its sports output. The range of sports covered is wide - from sailing and powerboat racing to first division football. Much emphasis is given to participatory sports. The successful applicant will be expected to provide daily sports bulletins and to produce and present the main Saturday sports sequence. If you really know your sport and can communicate your enthusiasm effectively and have experience of handling sport and news at sub-editor or reporter level (plus a current driving licence) write or telephone for an application form to BBC Appointments, London, W1A 1AA 01-927 5799. (quoting ref 22107).

Salary £9,348 - £12,660. Plus allowance of £916 p.a.

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Svecia Antiqua is a recently formed company, backed by a large multi-national group, and we specialise in producing exclusive papers. To enable us to do this successfully, we maintain complete control over our production process - from originating our own techniques, through to designing, building and assembling our own machinery.

The initial response to our products has been overwhelming and, due to our rapid expansion, we are now looking for a senior manager who will be based at our Head Office in Tunbridge Wells.

### SALES MANAGER

As part of our senior management team, the successful applicant will be responsible for the distribution and sales network of our paper, devising a country by country sales and marketing programme for the world. In addition, this position will require involvement in our product development programme.

Applicants should be aged around 30 with a business degree and must have extensive sales and marketing experience. The ability to speak two of the following languages would also be an advantage: German, French and Spanish.

We offer the successful applicant for this key appointment excellent rewards and benefits including a company car, together with a hard working environment and exciting career potential.

Please send your written application to: Robert Thorpe, Stokes Thorpe & Associates Ltd., 1 Fairfield Avenue, Staines, Middlesex TW18 4AB. Tel: 0784 59048/9. 24hr Answerphone.

Svecia Antiqua Ltd., Unit 2B, Longfield Road, Tunbridge Wells, Kent TN2 3EY.

## Linguists

There are several vacancies in the Linguist Officer Class in central London. Duties comprise written translation (mainly into English) and foreign document research. Candidates must be proficient in French and Italian; or in French to mother-tongue or bilingual standard, with ability to work from English into French or in Russian, plus French, German, Hungarian, or Romanian. They must have, or obtain in 1985, an appropriate degree with at least second class honours, or an equivalent qualification, or have equivalent experience.

All candidates must be British or Commonwealth citizens and be proficient in

English to mother-tongue or bilingual standard.

Initial appointment will normally be to the Linguist Officer grade (salary £7315-£9790), but there may be one or possibly more posts in the Higher Linguist Officer grade (salary £9790-£12,025). Starting salary according to qualifications and experience. Promotion prospects.

For further details and an application form (to be returned by 9 April 1985) write to Civil Service Commission, Alencon Link, Basingstoke, Hants, RG21 1BA, or telephone Basingstoke (0256) 468531 (answering service operates outside office hours). Please quote ref G/4443.

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## GENERAL APPOINTMENTS

01-278 9161/5

## The best jobs in Software

<b>ICL Experienced Designers - Analysts/Programmers to £15K</b> A major Reading based computing organisation is eager to offer attractive starting conditions (including relocation if necessary) to suitable Computer Professionals. Desirable skills include: ICL 2900/VME, IDMS - DDS, TPMS, DDCL - SCL, COBOL, QuickBuild products (e.g. Querymaster, Reportmaster), Systems Design, Data Base Design, Technical Design - Support. Posts offered are in the area of Local Authority Application Software, experience in that field would be of particular interest. Key No. 5129	<b>Software Engineers - Scotland circa £15,000</b> To work in a small and professional team developing new techniques using FORTRAN and 'C' under VAX - VMS and UNIX providing solutions for CAE systems. Experience involving the development and support of large programs and in engineering applications, particularly involving Interactive Graphics would be a distinct advantage. Candidates should have a Computer Science Degree or equivalent experience. Individual prospects are excellent including attractive salaries, working conditions and relocation expenses. Key No. 6248	<b>Scientific Programming</b> The Company's computing facilities include SPERRY, DEC, H.P., and MODCOMP equipment programmed in FORTRAN, PASCAL and BASIC. There is a requirement for Analysts/Programmers in the areas of Data Logging and Analysis, Plant Modelling and Simulation, CAD and Graphics, and Software Productivity tools. Applicants should hold a good degree in Computer Science, General Science, or Engineering, with some previous programming experience. Senior Posts are also available for suitably experienced candidates. Salary range, £2,559 to £14,962. Key No. 5369	<b>A Dazzling Future in Software</b> With a leading edge employer. Current opportunities include: FLIGHT CONTROL SYSTEMS: High and low level design using structural design techniques. Two years experience, knowledge of INTERLOG, CORAL PASCAL and DEC, plus a relevant honours degree. INTELLIGENT KNOWLEDGE - BASED SYSTEMS: Creating simulations of aircraft in their operational field is the key to this exciting research role. Experience in computer modelling, a knowledge of LISP, PROLOG, POPLOG plus a good honours degree in Maths, Physics or Computer Science. <b>SMITHS INDUSTRIES</b> AEROSPACE & DEFENCE SYSTEMS COMPANY Key No. 7823	<b>Systems Analyst Programmer</b> E.C.I. Britain's leading consulting company providing a wide range of services to the International Petroleum Industry and based at Henley-on-Thames, require a SYSTEMS ANALYST/PROGRAMMER with 5 years experience developing commercial systems. A year of which is gained using a fourth generation language, PROGRAMMING OF MANAGEMENT ACCOUNTING SYSTEMS and an in depth knowledge of at least one major manufacturer are also necessary. Highly competitive salary and superb working conditions are offered. Key No. 6970
<b>Programmers/Analyst Programmers/Consultants to £18K</b> Market Leaders in Electronic Mail, Telecom Gold have vacancies at several levels in their development division for software staff with experience in one or more of the following areas: Prime/Fortran, Message Switching, Communications, Database techniques or Management Information Systems. Based in our modern offices near London Bridge, staff are encouraged to take complete project responsibility for development from inception to implementation. Further information on this remarkable and challenging opportunity can be obtained from: ADAM WHITNEY on 01-743 6321. <b>TELECOM GOLD</b> Key No. 7248	<b>Team Leaders and Software Engineers.</b> Opportunities in a leading British Company exist for a range of qualified engineers. Candidates should be qualified to HNC level in Computer Science or related disciplines and be prepared to work in Surrey. The work involves designing, coding and process/activity testing on a VAX System in small project teams. Knowledge of CORAL 66 and MASCOT in a defence environment would be an advantage. Attractive salaries, including relocation assistance, and the benefits of pleasant rural surroundings are offered. Key No. 6660	<b>Analysts &amp; Programmers</b> Data Logic, one of the leading Systems and Software houses, is seeking Analysts and Programmers to work on a variety of software projects for some of the most prestigious companies in the UK. Candidates should be graduates with proven skills in any of the following: IBM Mainframe: COBOL, CICS, DL/I, ICL VME, IDMS, TPMS, H.P. 3000, DEC, WANG, PRIME. Apply in writing to Bronya Abbott, Data Logic Ltd, 63-65 North Wharf Road, London W2 1LA. Tel 01-262-3400. <b>Data Logic</b> Key No. 6860	<b>Project Leaders and Systems Analysts</b> We are a large national organisation. As part of our strategy for 1985, we need to recruit Project Leaders and Systems Analysts who have experience of specification and implementation of computer solutions to difficult business problems in a large company - IBM environment. Vacancies exist in: LONDON, SWINDON and ROCHDALE for people educated to degree level. Excellent prospects for the right calibre person. Project Leader £18K Systems Analysts £15K Key No. 6860	<b>System Software Specialists</b> NCR (Manufacturing) Ltd at Dundee is an established world leader in the design and production of sophisticated Auto-Teller machines (ATM's). We require System Software specialists who will develop Software in a wide range of areas including Terminal Operating Systems, Microprocessor - controlled devices, communications networking and terminal control applications. To find out more, write to Ian Hume, Manager - Employee Relations, NCR (Manufacturing) Ltd, Kingsway West, Dundee, DD2 3XX. <b>NCR</b> Key No. 5590
<b>Systems Programmers/Database Designers</b> Take part in an ambitious Information Systems project providing on time real time efficiency. Candidates will be familiar with IBM 3081 using MVS/XA. Systems Programmers will develop software generation and configuration packages and be involved in the selection and installation of software. Database Design Consultants will define design standards integrating these designs into operational procedure. Normal company benefits package with relocation where necessary is offered. Key No. 7248	<b>Software Designers - to £15,000</b> As part of an international telecommunications group, TMC has a reputation for high quality design and investment in design techniques. We seek graduates, 24-36, experienced in Block Languages familiar with telecommunications products and in circuit emulation to develop new applications and additional facilities for products. We offer excellent scope for future career ambitions. Benefits include excellent negotiable salaries, full relocation to Wiltshire, 25 days annual holiday, pension and sick pay schemes and staff shop facilities. <b>PHILIPS TMC Limited</b> Key No. 5340	<b>Regional Sales Managers £28K OTE + Car</b> S.W. (based Bristol), London & Home Counties, Midlands. Three vacancies now exist within Rair U.K. Limited for top Regional Sales Managers. The successful applicants will be responsible for establishing and maintaining a strong dealer network within their respective areas. Previous experience in establishing Third Party Sales is advantageous but not mandatory, however, a proven track record with sales experience in Software Micros or Minis is essential. Key No. 7114	<b>Real-Time Naval Applications</b> Ferranti Computer Systems Limited's teams of Software Engineers are involved with the design and implementation of applications using modern methodologies. Vacancies exist at Blackpool/Peterborough and Weymouth for experienced Software Engineers preferably with a degree or equivalent in a numerical discipline. It is unlikely that less than 3 years experience will interest us. A competitive remuneration package is paid. Call Blacknell 483232, ext. 3471 or write to the: Recruitment Section, Ferranti Computer Systems Ltd, Western Road, Blacknell, Berks, RG12 1BA. Quoting ref: BNSD/T <b>FERRANTI</b> Key No. 5590	<b>Analyst/Programmers (Rural Central Scotland)</b> These positions afford experienced Analyst/Programmers an excellent opportunity to join one of the most successful and enlightened world wide electronics companies. Based in a highly successful part of central Scotland, this organisation has a multi functional site with wide ranging applications for both manufacturing and commercial activities. A minimum of 3 years experience in Analysis and Design of Commercial Systems, blended with commercial programming skills is essential. As far as languages are concerned you should know COBOL or BASIC +2, and have knowledge of RST, VAX and VMS. On offer are salaries and benefits amongst the best in the business. Key No. 5590

We are now looking for DP Personnel who want 1985 to be the most challenging year of their careers. The vacancies listed above are a small selection from many stored on our sophisticated database. All top companies, all waiting to talk to you about your career.

Joining Lansdowne Appointments Register is FREE and is as simple as filling in this coupon. Please indicate the key number(s) of positions above of particular interest. We will then send you one of our highly developed profile forms, which will enable us to accurately pinpoint the career move you seek.

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To Stuart Tall,  
Lansdowne Appointments Register,  
Park House, 20-21 The Vale, LONDON  
W3 7 0B

Please send me a Lansdowne Appointments Register job finding pack.

NAME

ADDRESS

KEY NUMBER(S)

**Lansdowne**  
Appointments Register

Jobs for professionals: Professionals for jobs

INTERNATIONAL SYSTEM SALES ANALYST  
GRAPHIC SYSTEMS

Join us in Guernsey and we'll broaden your horizons!

c.£17,000 negotiable

Attractive tax benefits

Tektronix addresses its Graphic Systems market in its Middle East, Gulf and African territories through a network of distributors. We are seeking a high calibre individual to support our marketing activities in these areas from our base here in Guernsey.

The position requires an energetic individual who is keen, technically competent and motivated to:

- \* Assist in the identification and development of major accounts
- \* Support our distributors by providing guidance and technical expertise with integration problems in an application environment
- \* Provide after sales service by resolving installation, graphic software and configuration problems.

It's likely that you'll hold a BSc in computer sciences or some equivalent and have at least two years' related experience with an established software house, OEM or computer manufacturer. You'll be required to demonstrate a comprehensive understanding of a variety of operating

systems and protocols. Some system sales experience will be a distinct advantage.

The appointment offers considerable opportunity for travel and for personal development within a company acknowledged for its leading position in the field of Computer Graphics.

Why not telephone David Leese, Personnel Manager on 0481 37701 who will give you more details of:

- the job
- the highly attractive salary of c.£17,000 negotiable
- the benefits package and
- the Guernsey environment.

If you prefer write with full C.V. to him at:  
Tektronix Limited,  
P.O. Box 36  
Guernsey,  
Channel Islands.

**Tektronix**  
COMMITTED TO EXCELLENCE

## THE DAVIS COMPANY LIMITED

Executive Recruitment &amp; Selection

## International Sales and Marketing Opportunities

Our client is an international group of pharmaceutical and chemical companies with headquarters in the UK and a group turnover in excess of £800M. Demanding opportunities currently exist for senior sales and marketing professionals to develop their products in major overseas markets.

## Area Manager - Mediterranean

c£20,000 + Car + Benefits

This is an exciting position, based in Athens, responsible for the profitable development of the company's business in Greece and other Mediterranean territories. Candidates must have previous international marketing management experience in the health care industry and must possess the necessary entrepreneurial skills and personal qualities to operate successfully without close supervision.

Fluency in Greek is preferred, but candidates with a strong linguistic ability and the willingness to acquire fluency should not be deterred. D3774

## Export Executive - West Africa

c£13,000 + Benefits

This is an export sales position involving the development and promotion of both consumer and pharmaceutical products in French-speaking African countries. Reporting to the Territory Manager, West Africa, the appointment will involve a total of about three months overseas travel each year in periods of 2-3 weeks. The ideal candidate will be between 25-35, with export selling experience and fluency in French. As the company's export business grows, additional opportunities in both sales and marketing will be continually arising and consequent scope for long term career development is therefore enormous. D3783

Please contact David Roberts quoting reference no.

13/14 Dean Street, London W1V 5AH. Telephone: 01-437 3344

## Territory Manager - Russia

to £21,000 + Car

This is a senior position responsible for the development of profitable and long-term business within the Soviet Union. The prime objective will be to analyse the market and its structure and to develop and implement a strategy to exploit business opportunities. The successful candidate will need a proven track record demonstrating commercial success within Eastern Europe, plus fluency in Russian. Aged 30-40, and educated to degree level you must be able to travel for 2-3 weeks maximum at a time, several times a year. D3858

## Sales Manager - Poland

c£15,000 + Benefits

The person appointed to this position will primarily be responsible for the profitable development of the company's medical and industrial business in Poland. This will include sales negotiations and control of the Warsaw office, together with providing the necessary administrative support in the UK. Candidates, aged 25-35 should be educated to degree standard with a record of achievement in sales or marketing. The ability to speak a slavic language is preferred together with a good knowledge of German. The position involves overseas travel amounting to approximately 3 months each year. D3784

Sales Manager  
Saudi Arabia

Due to a continued planned expansion programme, our client, a major US-based engineering company, require a Sales Manager to direct and control their Saudi Arabian operation.

It is preferable that applicants have previous Middle East experience and an in-depth technical knowledge of both air conditioning systems and heavy industrial refrigeration application.

A knowledge of current market conditions and an awareness of local marketing strategies would be advantageous.

Candidates with a sound engineering background, preferably educated to degree level, should submit a comprehensive CV, including a recent photograph, to:

**P R Wheeler, CARLCREST LIMITED,**  
Albany House, 41 High Street,  
BRENTFORD, Middlesex, TW8 0BB  
Tel: 01-568 7193

## Retired Executives

We urgently need to recruit a force of volunteers with a senior executives background to form high level influential fund-raising committees throughout the country. We are particularly seeking volunteers in East Angles, the North East and Yorkshire. The men and women we are seeking will have worked at senior level in industry, the professions, commerce or in Government service. They will have an outgoing personality, enormous enthusiasm and well developed communication skills. Whilst this work is voluntary, involving about two days a week, all normal expenses will be reimbursed. The real reward will be the enormous personal satisfaction of bringing to fruition a vital part of the Charity's objective. Please write to Ian Ventham, Help the Aged, St. James's Walk, London EC1R 0BE. If available, a CV would be most helpful. Local interviews will be arranged at which work options will be fully explained.

Help the Aged

## SHOP MANAGER

Children's interior design company, needs a capable, enthusiastic manager for its up-market retail outlet. Experience essential, no students. Excellent prospects. Please write with CV to:

Miss A. Green,  
15, Rariden Street,  
London, E2C.

## The General Trading Company

Slane Square  
We are looking for enthusiastic young sales staff, 9-5.30 Monday to Friday and every other Saturday morning. Please call Sarah Stacey on

01-730 0411

## Experienced Lettings Negotiator

required for St. John's Wood Agency. Must have enthusiasm, initiative and own car. Phone 328 3333.

WELLINGTON REAL ESTATE

## USA

**Innkeeper's Ass't**  
Mature, responsible person req'd to manage, responsible person req'd to manage, responsible person req'd to manage. Beautiful Cape Cod Room and board. Excellent salary and benefits. Recent photograph by Air & Gallery. Wedgewood Inn & Gallery, 83 Main St (RTA), Yarmouth Port, MA 02975

## Travel Broker

A vacancy has arisen for a trainee broker. The successful applicant will be about 25-35 years old, hard working, presentable. No previous experience necessary, as full training given. For a confidential interview:

Tel Carey Wilson,  
01-491 4306

THE CITY  
UNIVERSITYDirector of City University Bureau  
for Industrial Enterprise  
(CUBIE)

The University is seeking a Director having appropriate industrial and commercial experience for this new initiative. The Bureau will match the expertise of University staff to the short term requirements of industry to generate additional revenue for the University and the staff involved and further the reputation of the University with industry, commerce and Government bodies. The Director should have a record of successful entrepreneurial activity and the drive, contacts and management ability to put the Bureau on a fully self-financing basis within three years.

The City University has an academic and research staff of 365 and a growing research, contract and consultancy income, currently

£2 million a year within a turnover of £21 million. It is a professional institution with a strong emphasis on engineering, science and City-related business subjects and a tradition of working closely with industry.

The appointment is for a fixed term of three years in the first instance with an initial salary of up to £20,000. Applications forms, to be returned by 4 April 1985, and further particulars are available from the Personnel Office, The City University, Northampton Square, London EC1V 0HB. 01-253 4399 ext 3018.

The University may consider candidates for the post other than those responding to this advertisement.

## Estate Agency

Well-educated, Londoner, needed by small friendly specialist firm to assist & share responsibility for residential listings. Car owner with typing ability experience useful but not essential. Please apply in writing to: Pereda, Portland House, Portland Road, Holland Park W11 4LA.

## RESIDENTIAL NEGOTIATOR

Continuing opportunity for a young and able individual (21 to 26 years) to work with a highly successful and totally committed real estate agency, specializing in central London. Sales experience of London property an advantage. Career prospects. 01-243 8621.

## FIELD SALES EXECUTIVES

c£29,000 Northern based

Expanding young division of plc, requires self motivated sales oriented individuals of graduate calibre. Genuine career opportunity.

Tel. David Neal on  
0742 891401.

## A FREEDOM

freedom, however they have a life & pension. A freedom company has an opportunity for a career minded individual to assist & share responsibility for the management of the company. This is an important position & applicants should possess a willingness to deal with new technology together with the maturity & experience to deal with clients of all levels, attractive remuneration. Apply with CV to box 10, 0171 W The Times.

ESTABLISHED SPECIALIST food shop in Macclesfield requires manager 25-35 yrs. Tel: 0562.

## PENHALIGONS require a manager

for one of their exclusive restaurants. Experience preferred but not essential. Please call Paula Ripley 856 4973.

**TRAINING ASSISTANT EDITOR** required for the country's leading magazine for the rare record collector. Applicants who should be aged 20-30, must be well educated, preferably to degree standard, but at least have a good knowledge of the article and records which interest serious collectors. The ability to write about them in an interesting and straightforward way, to enter the field of journalism and magazine production. Excellent starting salary and future prospects for the right person. (An opportunity for a person with a wide knowledge of the article and records which interest serious collectors. The ability to write about them in an interesting and straightforward way, to enter the field of journalism and magazine production. Excellent starting salary and future prospects for the right person.)



# GENERAL APPOINTMENTS ☎ 01-278 9161/5

## Training Professional Develop with an Oil Company c.£17,000

Give your career a well deserved boost by taking full responsibility for staff training within this major international oil company. Firmly committed to a highly active management training programme with courses running almost weekly, it places considerable emphasis on employee development and career progression.

With significant North Sea interests in which it acts as operator, it has well over 1,000 staff, mainly in London and Aberdeen and as activities develop further its work force continues to increase. Your primary role will be to ensure appropriate management training courses are organised, conducted and monitored and a significant proportion of your time will be spent presenting these courses.

Additionally, you will be responsible for supervising the company's training support systems including records and appraisal and course administration.

Excellent facilities of the highest standards, including the most up to date equipment available, are provided and the budget allocation is of a level which reflects the company's true commitment in this area.

Based in London, you will be able to use your training skills to their fullest in an expanding organisation in a high growth industry and the resultant personal satisfaction should be considerable.

A graduate with at least 8 years practical and relevant experience, you are currently running management training courses, not necessarily in the oil sector, and are an established, versatile training professional with the potential and motivation to be successful in this challenging post. In the strictest confidence, please ring or write with CV to John Dick of Cripps, Sears & Associates Limited, Personnel Management Consultants, 88/89 High Holborn, London WC1V 6LH. Telephone 01-404 5701.

**Cripps, Sears**

## Systems Sales Manufacturing Property Management Financial Control OTE to £30,000



Our Clients are a well resourced Systems House delivering solutions into a number of defined markets. Running on branded supermicro and mini products, software is offered on a 'packaged' basis or as fully supported bespoke developments.

They wish to expand their operations through the appointment of additional Sales Executives in the South and South East.

We would like to discuss these opportunities with young, assertive individuals who can demonstrate a track record of sales achievement in a relevant systems market.

The remuneration packages offered to successful applicants will include a salary of up to £16,000 and commission guarantees.

For full details contact Rick Allison or Paul Henry, Recruitment Consultants, on 01-387 4549 (daily until 8p.m.)

Alternatively, send your C.V. to: Greenfield Human Resources Ltd., 40 Triton Square, London, NW1 3HG.

## Arthurian Somerset

THORN EMI - Datatech is part of the Information Technology Division of the Engineering Group of Thorn EMI plc, an international company operating in 32 countries and having an annual sales revenue in excess of £2.5 Billion.

From our West Country base, a completely refurbished old Mill in the village of Woolley Hole, we design a wide range of technically advanced interactive data storage/retrieval systems (often to very specific customer requirements).

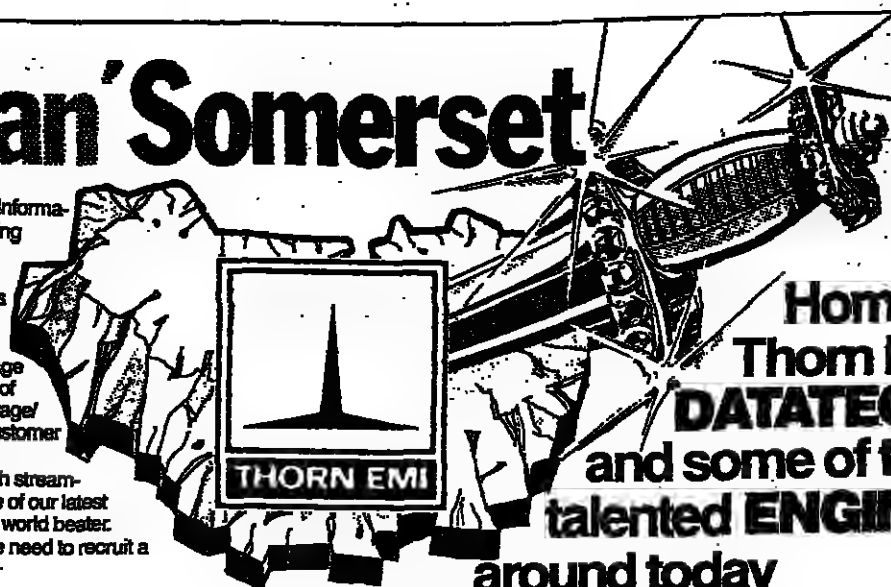
'Streamers', the largest range of VHS streaming tape drives available anywhere, is one of our latest brainchild and is already proving to be a world leader. To meet corporate expansion plans we need to recruit a number of additional engineers.

### Senior Firmware/Hardware Micro Processor Engineers.

We're seeking two. Both of graduate status and therefore over the age of 25. Experience of digital electronics design, backed by a sound appreciation of analogue design, is essential, as is the capability of microprocessor programming in high level and assembly languages. An understanding, and knowledge of, 16 and/or 32 bit processors and of bit slice technology will be of considerable advantage. Applicants should be capable of designing and fault finding of microprocessor hardware, logic circuits and computer interferences.

### Firmware/Hardware Micro Processor Engineers.

To join the above team applicants should be over 20 years of age and with sufficient engineering skills and knowledge to enable them to play an active and increasing role in the further development of this division.



Home of  
**Thorn EMI-  
DATATECH**  
and some of the most  
talented **ENGINEERS**  
around today

### Senior Analogue Design Engineers.

We see ideal candidates as being over 25 years of age and with a minimum of three years experience of analogue design work behind them and now looking to commit themselves totally to challenges posed by new and exciting product development work.

Always interesting, often fascinating, work in superb rural, but not isolated, surroundings. Excellent conditions of employment - with salaries to match - plus generous financial help towards relocating are all a part of the overall package we have put together to attract the right men, and women, for these posts.

For an informal, but confidential, interview and the chance to look us over, talk to our engineering professionals and to see part of Avalon countryside at its best, please write or telephone requesting an application form from: Chris Jennings, Technical Administrator, THORN EMI Datatech, The Mill, Woolley Hole, Nr. Wells, Somerset. Telephone (0749) 75454.

**THORN EMI Datatech**

## HIGH FLYERS IN DISTRIBUTION

If you've got it up top,  
look at the bottom

The bottom right hand corner of this advertisement, to be precise. For our logo should tell you a lot about who we are looking for and why.

But some facts in brief. We're a leading firm of Management Consultants, operating internationally as well as throughout the U.K. Our Distribution Group is growing fast and contributes significantly to our overall success.

What we're offering is the chance to broaden your experience and develop your talents in a highly professional environment where intellectual demands are substantial and analytical skills vital.

That's why our selection criteria are rigorous. You'll need to be a graduate aged 26-35 with an excellent track record, working at the forefront of developments in distribution. Perhaps in line management, warehouse design, operations planning, or materials handling. Personal skills must also impress.

In short, we're looking for some of the best distribution brains around. And we'll pay accordingly. In the range £15-28,000, in fact, with benefits which may include a car.

So, if you want to be at the centre of things, here's what to do. Send full personal and career details (including daytime telephone number) to Geoffrey Thiel, quoting reference 1430/T on both envelope and letter. Please state your preferred location - London, Birmingham or Manchester.

**Deloitte  
Haskins+Sells**  
Management Consultants  
128 Queen Victoria Street, London EC4P 4JX

## FOLLOW THE LEADER

Deal with the professionals at Deboo Executive  
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During the last twelve years of recruitment consultancy, our team of consultants has gained a profound insight into financial recruitment and advertising throughout London and the Home Counties. We pride ourselves in offering personal and expert advice to both candidates and employers. Detailed below are a few of our current vacancies:

Financial Controller, Portsmouth	to £19,000
Commercial Director, Dunstable	£20,000 + Car
Group Financial Accountant, Hammersmith	£17,000 + Car
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CONTACT US NOW FOR FURTHER DETAILS OF THESE AND MANY OTHER POSITIONS.

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01-278 9161/5

## SALES EXECUTIVE A SERVICE TO THE OIL & GAS INDUSTRY



North Sea Cables specialists in the stocking & distribution of Cables & Accessories to the Oil & Gas Industry Worldwide wish to appoint a Sales Executive with Sales & Marketing Experience associated with the Oil & Gas Industry.

The successful candidate will be able to make contact at Senior Levels within the Oil & Gas Industry with a view to further developing North Sea Cables Home & Export Markets.

The position is London based & offers a competitive salary, company car, plus benefits.

Applications in writing only, enclosing a c.v. to:

Mr. Michael Knox, M.D.  
North Sea Cables Ltd.  
Logan Centre  
Greenbank Crescent  
Aberdeen

## Management Consultant For Overseas Assignments

London Negotiable Salary

We are the London based management consultancy practice of an international firm of chartered accountants and are continually carrying out assignments in developing countries throughout the world. As a result of continued growth in this area we are seeking to recruit an accountant with practical experience in:

**Financial Analysis  
and  
Management Information Systems**

to undertake overseas assignments. He (or she) must have had consulting experience in Third World environments and must be a self starter who enjoys the challenge of practical problem solving, is capable of working effectively in developing countries and available to travel at short notice.

In the first instance please write in complete confidence quoting reference 65 and submitting a curriculum vitae to:

Peter Childs, Director,  
Pannell Kerr Forster,  
New Garden House,  
78 Hafford Garden,  
London EC1N 8JA.

Pannell Kerr  
Forster  
Associates  
MANAGEMENT CONSULTANTS

## Travel Industry Area Supervisors

Working Abroad For Six Months With One of the  
Country's Most Praised Tour Operators

An excellent opportunity to expand your horizons, lead a team and gain the satisfaction of helping to organise really successful holidays. The emphasis is on self-sufficiency, reliability, attention to detail and the ability to motivate undergraduates and graduates. You must be able to speak French, or German, or Italian, or Spanish, and be happy to drive on the Continent.

Quickest way to collect an application form is to telephone (STD) 0992 551933 or write to: Canvas Holidays 'Supervisor', Bull Plain, Hertford, SG14 1DY.

## INTERIOR DECORATION/FURNISHING

Blanchards seek an enthusiastic, sales orientated person with good administrative ability to manage their Sloane Street Showroom. A good grounding and several years experience in high quality furnishing is essential.

A substantial salary is envisaged.

Full details please to Group Managing Director, Blanchards, 178 Sloane Street, London SW1X 9QL.

**BLANCHARDS**

## GRADUATES WITH 1-2 YEARS' EXPERIENCE

Radio Rentals Contracts is a successful technology company and part of the THORN-EMI Group. Trading in the business market, we sell, lease and rent a range of screen related technologies, including videotext systems.

**Market Analyst/Planner** c.£9,000 + car

Ours is an environment in which the technological and commercial motivation of our customers are apt to change rapidly. Which is why we are seeking an imaginative and intellectually independent young graduate, who, given the database at our disposal can galvanise it into a predictive marketing tool.

**Advertising & Promotions** c.£9,000 + car

This is an excellent opportunity for you to make a noticeable contribution as the organiser and co-ordinator of a substantial marketing spend.

Working closely with external agencies, you'll lead the planning and execution of all Publicity Materials, Direct Mail campaigns, Exhibitions and PR activities.

Confident in your abilities, you'll apply your creative flair to enhancing the effectiveness of our Advertising and PR effort.

For graduates with a solid knowledge of statistical techniques or a background in advertising and publicity, these opportunities hold not only the immediate satisfaction of knowing that you will be making a tangible contribution to front-line marketing, but also the clear potential of progression through a young management structure.

Before you present yourself to us in person, we'd like to see how you present yourself in writing. So forward your details to: Tony Scott, Marketing Manager, RRC, Apex House, Twickenham Road, Farnham, Middlesex TW12 6JQ.



A THORN EMI company

**RRC** Radio  
Rentals  
Contracts

## TEACHERS' BENEVOLENT FUND DEPUTY NATIONAL SECRETARY and FINANCIAL SECRETARY

The Teachers' Benevolent Fund requires an experienced Accountant to act as Deputy to the National Secretary and to be responsible for the Fund's accounts. The post involves both management and accounting functions. Good salary and pension scheme.

Further details and application form from Teachers' Benevolent Fund, Hamilton House, Mabledon Place, London WC1H 9BE

## Administrator/Production Manager

Successful, expanding, computer consultancy run by Christians based Gloucestershire, requires Administrator. Proven business sense, qualified production management experience including cost control essential. Will manage office and team of three. Must be free to take up position no later than 13th of May. Telephone for job description and application form between 9.30 AM and 3 PM.

01-305 0548

صكتا من الامل



# GENERAL APPOINTMENTS ☎ 01-278 9161/5

## CJA

### RECRUITMENT CONSULTANTS

35 New Broad Street, London EC2M 1NH  
Tel: 01-588 3588 or 01-588 3576  
Telex No. 887374

Ideal opportunity for an ambitious person to head-up computer function

## YOUNG COMPUTER SPECIALIST

Initially BRISTOL

£13,000 - £17,000

### LEADING AND FAST DEVELOPING INSURANCE BROKING AND FINANCIAL SERVICES GROUP

We invite applications from computer professionals, aged 23-30, who must have had substantial experience in computers, including systems analysis and development. Any personal programming skills will be an advantage, as will be an insurance and/or financial services background. The selected applicant, who will report to and work closely with two Directors, will, after complete familiarisation and understanding of the established Wang system, be totally responsible for the smooth running of the Group's computer system on a day-to-day basis. A major aspect of this appointment is to advise management as to what can be computerised, as well as using the computer for new functions as requested by management. Word processing knowledge is important. Other responsibilities include training of staff, ensuring the smooth running of the inter-group on-line network and the introduction of totally new computer systems when appropriate. Essential qualities are the ability to communicate effectively at all levels and to be able to sell the need for computerisation to managers and sales associates. Initial salary negotiable in the range £13,000 - £17,000. Applications, in strict confidence, under reference YCS4323/TT, to the Managing Director.

CAMPBELL-JOHNSTON ASSOCIATES (MANAGEMENT RECRUITMENT CONSULTANTS) LIMITED, 35 NEW BROAD STREET, LONDON EC2M 1NH  
TELEPHONE: 01-588 3588 or 01-588 3576. TELETYPE: 887374. FAX: 01-588 3216

\*Please only contact us if you are applying for the above position.

## VACANT POST OF HYDROLOGIST

In the Government Service of  
the Republic of  
Trinidad and Tobago

- Applications are invited from suitably qualified persons for appointment to a vacant post of Hydrologist in the Project Implementation Unit of the Ministry of Agriculture, Lands and Food Production.
- Particulars relating to the post are as follows:-  
**Salary Range**  
\$4,019-\$4,881 per month (1983) (Trinidad and Tobago dollars)  
**Minimum Experience and Training**  
Considerable experience in the practice of engineering and training as evidenced by the possession of a recognised Degree in Civil or Hydraulic Engineering supplemented by a post graduate diploma in Hydraulic Engineering, or any equivalent combination of experience and training.
- Application forms and further particulars relating to the post and the terms and conditions of employment can be obtained from the Trinidad and Tobago High Commission, 42 Belgrave Square, London SW1 (Tel: 01-245 9351) to whom all applications should be submitted not later than 21 March, 1985.

## Corporate Finance £16,000 + car + benefits

This leading Merchant Bank offers training and unrivalled career prospects within its corporate finance team. You should be a graduate with at least 2:1 degree and a first time pass record in the professional exams. Ref. 8542

For an early meeting call Bill Curtels  
or send written details to him.

## Treasury £25,000 + car

An outstanding opportunity for the professionally qualified Treasurer with minimum of 2 years specialist experience. Exposure at board level provides an ideal next step to directorship. Ref. 9393

## Personnel Resources

75 GRAYS INN ROAD, WC1X 8US 01-242 6321

## ESTABLISHED SAUDI ARABIAN COMPANY

Require  
the following personnel for  
landscape maintenance project.

### 1. Project Manager

The Project Manager should have a 4 year degree in agriculture or landscape architecture. 5 years experience in landscape management.

### 2. Area Landscaping Manager

The landscaping manager should have a 4 year degree in horticulture with experience in commercial-industrial landscaping.

### 3. Irrigation Manager

The Irrigation Manager should have a 4 year science degree in engineering with at least one years experience as an irrigation manager.

### 4. Landscaping Supervisor

The landscaping supervisor should have a 4 year degree in horticulture or related science. minimum 3 years' experience in landscaping.

### 5. Irrigation Supervisor

The Irrigation supervisor should have a 4 year science degree in irrigation or agriculture engineering. minimum 3 years' experience in operation and maintenance of irrigation equipment.

### 6. Pest Control Supervisor

The Pest Control Supervisor should have a 4 year agricultural degree or equivalent, with 3 years' experience in pest control management or entomology.

Commence July 1st 1985. Applications in writing with C.V.s and photo to:-

Linda Jones,  
69 Kilravock Street,  
London W10  
01-968 5543

## Sunrise in the West

Here's a selection of opportunities for dynamic professionals keen to develop their careers in and around the West Country - an area growing in stature as a centre of technological and commercial excellence, as well as being one of the most pleasant places in England to live and work.

### Telecommunications Managers

min. £15K + Car with substantial room for negotiation.

A small but progressive company involved in state of the art telecommunications is seeking the following people with telecomms or data comms experience: An Approvals Manager responsible for gaining governmental and technical approval in worldwide markets for a wide range of equipment - expertise in engineering/telecommunications and an awareness of acceptable worldwide standards are essential - and Project Managers to take projects through from definition stage to commercial release, involving liaison with R and D, Production and Marketing to co-ordinate schedules. Educated to degree level you'll need proven project management skills.

### Resident Representative

£20,000+ Middle East  
You'll be developing sales for a major West Country based international electronics security group throughout the UAE, Bahrain, Kuwait, Oman, Qatar and occasionally Saudi Arabia, calling on specifiers in defence, government, civil engineering and commerce. Aged 30-40, you must have considerable technical sales experience ideally gained in the security industry. A knowledge of the Gulf countries is essential.

### Development Manager

up to £20,000

Responsible for product development including specification, software, electronics, mechanics, tooling and sales introduction on a range of microprocessor based electronic/mechanical products.

The company is small but strongly funded. You must have proven management skills in product development and technical qualifications in Electronics or Software. Experience in ULAs/Real-Time systems would be advantageous.

All vacancies (except the Middle Eastern post) are open to men and women and offer excellent benefits packages, relocation assistance and genuine prospects.

Interested? Then telephone or write to:  
Andrew Burnie, Travell Executive Appointments,  
14 Southgate Street, Gloucester GL1 2DH.  
Tel: Gloucester (0452) 415676.

Travell  
Executive

Imperial Chemical Industries PLC  
Agricultural Division: Billingham: Cleveland  
Manpower Planning & Development Group

## Career Development consultant

ICI Agricultural Division requires a Career Development Consultant to work within the Career Development Section of the Division's Manpower Planning & Development Group.

The Division has a strong history of organisational development and employee participation, where every effort is made to develop the full potential of individual employees, specifically their human relations and leadership capabilities.

The successful candidate will be at least 28 years of age and will have gained experience in an appropriate organisation. He/She will become a member of a multi-disciplinary team who are responsible for creating and developing processes, methods and systems, which will facilitate the development of the Division's human resources, to the mutual benefit of the individual and the business.

Ideally, the candidate will have a degree in Occupational Psychology, experience in psychometric and other forms of testing; a proven record in the business of using diagnostic, problem solving and influencing skills in effecting change; and some experience in the field of training and development. Remuneration will be commensurate with qualifications and experience. The Company operates house purchase, profit sharing and contributory pension schemes and offers financial assistance towards removal expenses.

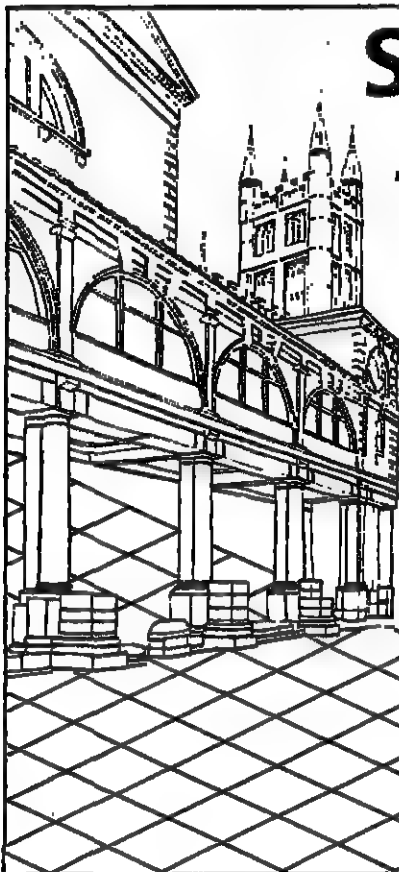
Applications giving details of age, qualifications and experience should be sent as soon as possible to:-

Mr MAJW Pegg, Personnel Department, Imperial Chemical Industries PLC,  
Agricultural Division, PO Box No 1, Billingham, Cleveland. TS23 1LB.



## Software Development

...with a commitment to quality Bath



Praxis is a software engineering company, founded in 1983 to provide high quality software development services to computer manufacturers and other high technology industry. In a relatively short time we have earned a national reputation based on our commitment to using the best available formal methods, with an emphasis on quality throughout every business activity. Continued growth has led to exceptional opportunities for senior software engineers who possess top class technical skills and the ability and versatility to undertake project management and technical consultancy roles. Our business spans IPSE, database systems, communications, compilers, knowledge engineering and end-user applications.

These professional challenges are matched by an excellent working environment in an attractive location, salaries up to £20,000, share ownership, and profit participation. If you have at least 10 years' experience of software development/project management, ideally based on a good computer science degree and would like to know more, ring David Bean during the day on the number below or outside business hours on (0225) 782171. Alternatively phone or write for an application form quoting ref A/10/8to: Wendie Drinkwater, Praxis Systems Limited, 20 Mansers Street, Bath BA1 1PX. Tel: Bath (0225) 335855.

PRAXIS

Setting standards in software

## Financial Product Development

NM Rothschild & Sons Limited is seeking a professionally qualified accountant or solicitor to be responsible to a main board director for the formation and restructuring of unit trusts, offshore funds and investment companies.

The job will entail briefing lawyers and accountants in the drafting of prospectuses, trust deeds, legal agreements and other formal documentation.

The individual appointed will also be responsible for producing brochures and sales literature to be used for the flotation and on-going promotion of the products concerned.

An additional requirement will be to design in detail and implement the administration procedures to be used for such products.

The person appointed should be fully conversant with the unit trust and offshore fund industry and be familiar with such matters as Stock Exchange listing requirements, Department of Trade regulations, company law, taxation and the mechanics of investment in all assets on an international basis.

A remuneration package will be offered which will include a competitive salary, profit-sharing and a housing allowance, together with other banking employment benefits.

A full career history should be sent to:

The Personnel Director  
NM Rothschild & Sons Limited  
New Court  
St Swinburn's Lane  
London EC4P 4DU.

N.M. Rothschild & Sons Limited



## FINANCIAL CONSULTANCY

IS A GROWTH AREA OF THE MOMENT  
AND OF THE FUTURE - DON'T MISS OUT!

FPS (Management) Ltd. is a leading firm of financial consultants and because of phenomenal expansion in 1984 is looking for two outstanding individuals to complement its London-based team of professionals.

The right individuals (aged 23+ and based in London) will be intelligent and energetic, highly motivated, hard-working and able to absorb new ideas quickly. Full training will be provided.

Remuneration expected to be in excess of £15,000 first year. This is a superb opportunity to develop your own business and career path in a growing company and in an exciting industry.

For further details phone 01-240 2184

Between 9.30 a.m. and 4.30 p.m.

Speak to FIONA PRICE or MARCUS PAINE.





# GENERAL APPOINTMENTS ☎ 01-278 9161/5

Highland Electronics Ltd

## Product Manager

£15,000 Car Benefits

Our client, a major manufacturing and distribution company seeks, due to planned expansion, a high calibre Product Manager.

Reporting directly to the Director of Sales and Marketing, the successful candidate's profile will match the following criteria:

- aged 28/40, based South East England
- broadline connector experience (i.e. Pole Connectors, RMTB's, PCB's, Ribbon Cable)
- senior level selling/negotiating skills, hands-on experience coupled with the will and vitality to succeed in a competitive marketplace
- ability to assume overall responsibility for this important sector of the business.

The benefits package includes high basic salary, achievement-related bonus, company car, BUPA, pension scheme and allowances.

For further details, please telephone or write with full career details to:

Mike Edwards, ARA International, UK Selection Recruitment Division, Edman House, 17-19 Maddox Street, London W1R 0EY. Tel 01-629 2356. Ext 233/239.

Recruitment Specialists in the professional Connector market.

**ARA**  
International

UK SELECTION RECRUITMENT DIVISION

## MARKETING DIRECTOR Required

An IBM software house with full agency status is seeking to appoint a Marketing Director to take control of the marketing of specialist software packages into specific vertical markets. A proven track record in the software or allied industry is vital. Remuneration package to suit right applicant.

Reply to:  
Box 0565 R,  
The Times

## CHIEF EXECUTIVE FOR EXHIBITION INDUSTRY

The employer is the leading trade association for the exhibition industry whose Members organise the majority of trade, technical and consumer exhibitions in the U.K. The appointment is essentially to present the industry to Government-related agencies coupled with the development of the association and its membership. The candidate should be educated to degree standard and may come from a variety of disciplines. Initially a one-year contract at a reward commensurate with the responsibility. Applications should be sent, in confidence to Box 2502R, The Times

## Recruitment Consultants Senior Manager

*Sowerby's Selection*

A unique opportunity has arisen within one of our major clients of international standing to lead a team of Branch Managers. The post offers a five figure salary with attractive fringe benefits and is based in Central London.

- If you are (a) between 28 & 35 (female or male)  
(b) have a background in commercial and sales disciplines and are  
(c) able to manage human resources within both our clients' organisation and that of their clientele,

send a full CV to Richard J Sowerby, Sowerby's (Selection) Limited, Personnel Consultants, 500 Chesham House, 150 Regent Street, London W1R 5FA, quoting ref. 28896.

All applications will be forwarded directly to our client therefore kindly indicate separately any companies to which you do not wish your application forwarded.

## Group Technical Manager

### Meat Products

£20,000 + car

Successful businesses are all about talented people. People who combine drive and creativity with common sense and profit motivation. The sort of people, in fact, who have made this company the high fliers of a rapidly expanding food manufacturing sector. This vital position demands someone with these qualities to lead an innovative team whose prime responsibility is new product and process development. The role will not be easy as standards are already so high - but it is surely the ultimate challenge for a high achiever. The profile points to someone who is probably a graduate in food science and who has made an identifiable impact in the food industry - ideally in the meat products sector. The rewards are exceptional and naturally include relocation assistance to a part of the East of England offering a wide range of attractive low cost housing options. Send full cv to David Owens, PER Management Selection Division, Moorfoot, The Moor, Sheffield S14 4PQ.

## Group Personnel Manager

### International Company

To £20,000

City E1

My client is one of the fastest growing UK public companies, involved in the manufacture and marketing of a diverse product range. The Personnel Manager is a new appointment reporting to the Commercial Director, who is a member of the main Board. With considerable autonomy, it will be your responsibility to establish a head office personnel function and advise on the personnel operations overseas. Candidates, probably in their early 30's, must be professional personnel managers with at least five years' comprehensive experience dealing with office and factory based personnel. A flexible, commercial attitude is essential. Rewards and prospects are exceptional. Send full cv in confidence to Hafsa Scharf, Consultant, Management Selection Division, PER, 4th Floor, Rex House, 4/12 Regent Street, London SW1Y 4PP.

Crosfield Electronics lead one of the world's more fast moving and creative industrial sectors. Key factors in their growth towards £100 million turnover has been a heavy commitment to product excellence - over 200 R & D staff - backed by imaginative and dynamic sales and marketing. The competition is intense and the advertising, printing and publishing industries, which are the market for their advanced colour graphics and image processing systems, are not without a choice of alternative products. All the positions below therefore demand young professionals capable of making an immediate and sustainable impact. The challenge is obvious, the opportunity for personal achievement unlimited.

## Marketing Management

### Electronic Graphic Design

To £20,000 + car

The product applies CAD-related technology to the work of creative commercial artists - it need to understand creative design to enable you to persuade these marketing technology now available to them.

## Colour Processing Systems

To £20,000 + car

A wide-ranging role linking R & D and the market place. Possibly from an early technical background your recent marketing experience will have been in hi-tech with a track record of success in taking new products from concept to production. Recent practical experience of the pre-press print market would be advantageous.

## Product Marketing Support

### Pre-Press and Communication Systems

To £18,000 + car

The ability to embrace the technical application of advanced computerised systems is essential as you will link closely with R & D on product planning and interface with the client market place. Probably aged up to 35 you will have a strong background in computerised systems - possibly with a computer manufacturer.

## Marketing Specialist

### Press Control Systems

To £18,000 + car

To make a major contribution to the definition, development and launch of a new generation of sophisticated electronic systems. You will establish a central marketing function to control promotion, pricing policies and market research. Aged to 40 and qualified to at least HNC you will have marketing/sales experience in electronic controls, printing and related industries. Send full cv to David Owens, PER Management Selection Division, Moorfoot, The Moor, Sheffield S14 4PQ.

## Sales Executive

### Information Storage Systems

To £20,000

Watford

To join a progressive company, specialists in the field of information storage and retrieval, actively investing in new product development to secure their continued profitable growth. This new position carries full responsibility for maintaining sales throughout the UK of a new product. It forms an integral part of a sophisticated method of updating stored information. Typical customers will include large commercial companies, government and public authorities, anyone who has an identifiable need for large scale information storage and retrieval. We are looking for an experienced salesperson, probably aged over 25, who can couple ambition and enthusiasm to a track record of sales achievement in similar high technology or office equipment. An attractive package is offered providing a high basic salary, commission, car and a full range of benefits together with real opportunities for progression and expansion in a company committed to further growth and market development. Send full cv to Wayne Travis, PER, Management Selection Division, Northampton House, 177 Charles Street, Leicester LE1 1LA, or telephone (0533) 551418.

## Information Management Specialist

### UK and Overseas

Watford based

Part of a small group of companies operating in an expanding market, this company is a specialist in large scale information management and provides a problem-solving service to a growing list of clients in the UK, Europe and the Middle East. Due to continued demand for these services, we are now looking to recruit a career-minded, talented individual to join a small highly professional team. This position will be responsible for evaluating and appraising the specific needs of existing and potential customers, producing outline reports covering the required procedures and liaison with systems staff on the detailed provision of technical resources. It will involve travel abroad where necessary. Applicants, aged 25-40, may have experience in one of a number of different activities including systems analysis, computer consultancy, project work, technical support or any other function that has afforded broad exposure to different aspects of information management. Of equal importance will be the ability to communicate well in speech and writing and liaise with clients at senior management levels. Salary will be related to experience, and other benefits will include a car, bonus, pension and insurance facilities with progression in line with continued company expansion. Send full cv to Wayne Travis, PER, Management Selection Division, Northampton House, 177 Charles Street, Leicester LE1 1LA, or telephone (0533) 551418.

These positions are with a major East Midlands based manufacturer of a wide range of electrical capital equipment whose products have high penetration into world markets. International competition is fierce and the appointments to be made reflect their determination to continue to lead rather than follow the competition.

## Middle East Sales Executive

The role is primarily one of identifying market opportunities and then arranging for technical sales specialists to obtain the business. The personal requirement is for electrical engineering qualification to HNC level backed by a self motivational attitude which allows you to work on your own for extended periods. Extensive knowledge of the region would be a major advantage.

## Sales Engineers

One position is responsible for mainly UK sales of a wide range of control gear for power generation and power management control systems. This could be an opportunity for a commercial engineer to make a significant impact in a sales situation. The second vacancy involves selling a range of alternators, generators and induction motors to OEM's, consultants and contractors worldwide and calls for a thorough understanding of the product range and a willingness to travel overseas at short notice if required. Both positions require qualification to HNC level.

Relocation assistance to an attractive part of the country is available if appropriate and company cars are provided for all positions. Send full cv to David Owens, PER Management Selection Division, Moorfoot, The Moor, Sheffield S14 4PQ outlining your suitability for the posts advertised.

## JOB HUNTERS

This is a small selection of our current vacancies. For free weekly details of over 450 executive-level appointments, phone PER's Head Office on (0742) 704586, or complete this coupon and send it to Roy Ward, PER, FREEPOST, Runcorn, Cheshire WA7 2BR. (No stamp needed). 24 hour answering service (0742) 750197.

Name: \_\_\_\_\_  
Address: \_\_\_\_\_  
Occupation: \_\_\_\_\_  
Salary Level: \_\_\_\_\_  
Date of Birth: \_\_\_\_\_  
Please enclose a cv if available Ref: TT/ST

PER MANAGEMENT SELECTION DIVISION

# GRADUATE SCIENTISTS AND ENGINEERS

are required by  
**THORN EMI**

## CENTRAL RESEARCH LABORATORIES

THORN EMI, the largest consumer electrical company in the U.K. is expanding its Central Research Laboratories to meet the demand for tomorrow's products. We are seeking Graduate Scientists and Engineers to work in our New Laboratory Complex which houses one of the world's most innovative research establishments and is situated in the high technology centre of Southeast England.

## RESEARCH POSITIONS EXIST IN INFORMATION PROCESSING, STORAGE AND DISPLAY CIRCUITS AND DEVICES - NEW MATERIALS

Very attractive salaries and conditions of employment with excellent prospects for career development are offered to those who can make a significant contribution to the research in these, or any other disciplines. For further details please contact our Personnel Manager, Harry Hogg quoting ref T/101.



FREEPOST, DAWLEY ROAD, LAYES, HADDX UB3 1BR

## THORN EMI Central Research Laboratories

TEL: 01-573 3888 Ext 2870







# GENERAL APPOINTMENTS

In our European Technology Centers in Neuss highly qualified scientists and engineers are working on projects and solving today's and tomorrow's problems. With courage, creativity and power of judgement they secure the long term targets of 3M Company's worldwide operations. These people are stamping our company inside and out with the mark of their own personal success.

## 3M needs Technical Service Engineers

to provide Technical Service and Application Engineering support for 3M's line of Medical Products in Europe. Duties will include introduction and demonstration of new products, investigations of field problems, technical presentations to professional organizations, analysis of competitive products, etc.

**Qualifications**  
Diploma or Doctorate, or Degree in Chemistry, Hospital Engineering, Physiology, Medicine, Life Sciences (Microbiology) with a minimum of 3-5 years' experience. Experience in Medical Supply Industry (surgical, medical dressings, devices and instruments) or in the clinical practice of medicine would be advantageous. Fluent English and at least one other European language is expected.

### The Candidates

- should be open and receptive to learning and instructing;
- should be skilled in effective presentations and interpersonal communications;
- should have the ability to work independently with contacts all over Europe and contribute ideas to a highly professional team;
- should be willing to relocate to the Neuss/Düsseldorf area and travelling within Europe.

3M is prepared to offer liberal relocation assistance.

Please send your résumé to:

3M Laboratories (Europe) GmbH  
Hammfelddamm 11, 4040 Neuss 1 / Germany  
Attention Mr W Kock.

**3M Laboratories (Europe) GmbH**  
SECURE THE FUTURE THROUGH INNOVATION



**PUBLIC APPOINTMENTS**  
☎ 01-278 9161/5

## Permanent Committee on Geographical Names for British Official Use

The Committee requires two graduate Research Assistants (British). The Secretariat of the Committee conducts research into geographical nomenclature, advises official bodies and prepares publications. The work requires a combination of linguistic and geographical knowledge, and the ability to search in geographical publications, including maps, in foreign script. For one of the posts, a familiarity with maps is essential, preferably coupled with a reading ability in at least one non-roman script. For the other post, a thorough reading knowledge of Chinese is essential. Experience with word processors or data processing would be an asset.

The salary range for each post is £7,317 to £9,792 per annum. Application forms are available by writing to The Secretary, PCGN, c/o The Royal Geographical Society, 1 Kensington Gore, London, SW7 2AR. The closing date for the return of application forms is Friday, 12th April, 1985.

## BANKING & ACCOUNTANCY APPOINTMENTS ☎ Trade 01-278 9161/5

### HONG KONG

#### NEWLY QUALIFIED ACA'S to 4 YEARS PQE - TAX & AUDIT

£22,500 to £27,500  
(including Housing Allowance)

Agreement having been reached over its future, the feeling of confidence and optimism in Hong Kong is at a new peak.

Arguably the most commercially vibrant community in the world, few accountants can afford to ignore the opportunities available in Hong Kong.

Where else can be found an intriguing blend of top class professional experience, high living standards and capital accumulation prospects in such an exciting social and cultural environment.

Partners from one of the major international practices in Hong Kong will be visiting our offices to meet selected candidates with up to four years post qualification experience.

For further information contact Gary Johnson in London on 01-836 9501, Brian Marren in Manchester on 061-236 1583 or Peter Siviter in Glasgow on 041-226 3101.

410 Strand, London WC2R 0NS  
Tel: 01-836 9501  
26 West Nile Street, Glasgow G1 2PF  
Tel: 041-226 3101  
Brook House, 77 Fenchurch Street  
Manchester M2 2EZ. Tel: 061-236 1583

**DOUGLAS  
LLAMBIAS**  
Douglas Llambras Associates Limited  
Accountancy & Management  
Recruitment Consultants



## CONSULTANCY

Having created two new demanding roles, we need  
two self starters

### A TAX CONSULTANCY MANAGER and A CORPORATE FINANCE MANAGER

If you have at least 2 years relevant experience at a senior level we would like to hear from you. Candidates, male or female, offering a high level of experience need not be chartered accountants. Attractive salaries based on experience will be negotiated.

Please send c.v.'s re Tax to Andrew J. Sturt or re Corporate Finance to Martin B. Silverman, Morison Stoneham & Co., Chartered Accountants, 805 Salisbury House, 31 Finsbury Circus, London EC2M 5SQ. Telephone: 01-628 2040.

**Morison Stoneham**  
Chartered Accountants

**PUBLIC APPOINTMENTS**  
☎ 01-278 9161/5

## YORK MINSTER



The Dean and Chapter of York invite applications from men and women with experience of management for the post of

## CHAPTER CLERK

This post is the senior lay administrative officer to the Dean and Chapter and the Chapter Clerk will be responsible for co-ordinating executive action throughout the Minster Staff and for assisting the Dean and Chapter in the formulation of policy. Salary will be in the range of £12,000 to £15,000 per annum. Closing date for applications will be 1st April, 1985, and it is expected that the date for interview will be 30th April.

Further details and application forms obtainable from the Acting Chapter Clerk, 4 College Street, York, YO1 2JN.



## Assistant Education Officer (Secondary)

Salary scale:  
£16,662-£17,559

Applications are invited for this fourth tier post. The main responsibilities are to plan and advise on the development of secondary education and to manage the administration and resources of this part of the service.

Details and application forms from: County Personnel Officer, East Sussex County Council, Westfield House, County Hall, Lewes, East Sussex BN1 1B. Telephone Lewes (0273) 475400, extension 836.

Informal enquiries about the post to: David Nelson (Senior Education Officer), extension 323.

Closing date: March 29 1985.

## INBUCON

### Director of Health and Housing

Dover, Kent £19,770-£21,750

Dover District Council includes the towns of Deal, Dover and Sandwich and surrounding rural areas, comprising a population of 100,000 and stretching from the channel coastline inland towards Canterbury.

A reorganisation of the Council's Services involves the amalgamation of two departments, and this prompts the need for a Chief Officer to lead the newly constituted department.

With a staff in the region of 250, responsibilities cover: Housing Services, including Council House Management, Repairs, Allocation and Welfare; Direct Labour Organisation; Environmental Health Services including Health and Safety, Hygiene, Pollution and Noise control, and Port Health. Applicants must have an appropriate professional qualification.

Candidates will not necessarily be from Local Government, but must be experienced Managers prepared for challenge and innovation in this progressive Local Authority. The upper age limit is 55.

Remuneration includes a generous benefits package and assistance with relocation.

Please write with full career details, quoting reference 4081D, to A.G.N. Burden:

INBUCON MANAGEMENT CONSULTANTS LIMITED  
Executive Search and Selection  
Knightsbridge House, 197 Knightsbridge, London SW7 1RN

## INTERNATIONAL VOLUNTARY SERVICE VACANCIES IN THE THIRD WORLD



IVS sends skilled people for two-year appointments to work for development and self-reliance in the Third World. We are looking for qualified and experienced people to work on a modest living allowance at:

Botswana, Lesotho, Mozambique  
and Swaziland.

Current requirements: construction supervisors, architects, planners, civil engineers, teachers, agriculturalists, poultry industry coordinators, and development coordinators. Other vacancies: doctors, nurses, dentists, occupational hygienists, medical lab technicians, accountants, teachers - science, maths, geography, etc., and pre-school teachers for health education.

Two year contracts including modest living allowance and flights. Return on landing for expenses. Applicants must be resident in the UK or Ireland.

For further details send short cv and letters of reference to: International Voluntary Service, T/S 20 Regent Rd., Leicester, LE1 6YL.

## GENERAL MANAGER- DESIGNATE (Jamaica)

American Life Insurance Company (ALICO), a major presence in the international insurance market, is seeking a qualified individual to help manage its Jamaican operation.

The selected individual's responsibility will include management of Group, Individual and Personal Accident Insurance and the related sales objectives and activities of the sales force, the management of human resources as well as the investment portfolio and other financial involvements. This individual will work closely with the current general manager until such time when a smooth and complete transition can be effected.

To be considered, you should be thoroughly familiar with the Jamaican marketplace. Your background should include 5 years of general business experience, preferably in the insurance or financial industries.

In addition to a competitive salary, excellent benefits are provided including Pension, Medical and Life Schemes. Individuals wishing to be considered should send their cv to:

M. G. Simard  
Regional Director-Caribbean  
**ALICO**  
P.O. Box 2225  
Wilmington, DE 19899, USA  
Equal Opportunity Employer

We are one of the leading European manufacturers of electrical household appliances.

To expand our

## Corporate Planning Group

in our Munich headquarters we are seeking dedicated business economists with a degree or equivalent, aged around 30.

The emphasis in our work is on

- strategic business unit studies
- assessments of industry and market developments
- preparation of strategic plans for top management
- conceptual development and introduction of marketing projects in our German and foreign sales organisations

After a brief introductory period you should be capable of taking full responsibility for carrying out corporate planning projects and ideally, candidates should have worked for reputable management consultants. Command of foreign languages (German/English/French) as well as an excellent educational record are required.

Our policy is to promote from within our Company and members of the Corporate Planning Group have excellent opportunities for advancement to line management positions in Germany and abroad.

Please send your application (with hand-written CV, photo, salary expectations and date of availability) to

**BOSCH-SIEMENS HAUSGERÄTE GMBH**  
Zentrale Personalabteilung  
Hochstrasse 17  
D-8000 München 80

## BANKING & ACCOUNTANCY APPOINTMENTS ☎ Trade 01-278 9161/5

## Recently Qualified Accountants

Highly Visible Career Stepping Stone

London

£14-16,500 + Mortgage etc

This is an excellent opportunity to make the transition from the Profession to Commerce. You will join a small team undertaking constructive reviews and appraisals of the Group's activities—a wide ranging brief which will provide a real insight into the many facets of the Group's diverse business.

Our client, a major commercial group, can offer a variety of stimulating career opportunities.

This is therefore seen as a development position enabling you to gain commercial experience, demonstrate your skills and, working with management at all levels, make an essential contribution to financial control.

A very competitive remuneration package will be negotiated

Contact David Tod BSc FCA  
on 01-405 3499  
quoting ref: D/62/DT

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Management**

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The Times guide to career development

# Help for you to help yourself

A valuable step for unemployed people is to join one of the self-help groups which operate in some polytechnics and colleges of education. If there is not one in your area, you could always contact your local education centre and ask them to help you start one.

The advantages are reflected in two Job Change Projects (JCP), in London and the prototype in Birmingham. This is sponsored by Birmingham Settlement, where it is based, and, the prototype, in Birmingham Polytechnic, whose resources and experience are available to members needing a particular skill, or information, a specialist or managerial advice.

The JCP has three approaches. It provides job support, typing and assessing CVs, training for interviews, help with the search for employment, it works with members individually to reassess options; and builds groups with complementary skills, leading to job creation or voluntary projects requiring a variety of talents.

Managers and executives, who are generally over 40, have a separate section. "These are often hardest hit by unemployment," says Andrew Howell, who runs the project. "They have financial commitments, their specialisms are narrow and they are organization people who have lost a superbly structured system."

## It is where executives can take stock

He describes JCP, which is funded by West Midlands County Council, as "a positive place which encourages people to get involved in tasks and keep their confidence high and their skills sharp."

The second JCP was started at the Polytechnic of Central London by John Appleyard, an unemployed personnel manager. For a nominal £5 fee, members have their own room - available five days a week all year round - in the school of management studies. This is an ideal location, providing jobless administrators and managers, including ex-managing directors, with a work environment, access to courses, computers, Prestel, typewriters and mentors, as well as use of the library and subsidized canteen.

John Appleyard wanted to create a continuing self-help centre where displaced executives and professionals could share ideas and resources in a collegiate atmosphere. Emphasis is on job-finding and job creation. Planning sessions enable people to take stock of themselves and their skills, make choices, and select targets. A weekly computing session is run by a former member who got a job after teaching himself to handle computers - his firm allows him a free half-day each week to teach.

Members advise each other about

## Sally Watts looks at support groups for the unemployed

CVs, interviews, "on spec" applications, and researching possible employers. There is also a working group for anyone interested in starting a business. Ages range from the twenties to the sixties, and people use their skills both on internal projects and in community enterprises.

Paul Simpson, a 23-year-old graduate and journalist, joined when he was jobless. He added to his work experience by contributing to projects such as newsletters and also took part in a television programme. "The chance to practise your skills affects your presentation. I had about five extra things to put on my CV," says Paul, who landed a job as news reporter on a trade paper after five months. "You meet others and realise they are in the same boat, so you don't get as disgruntled as you would at home."

Margaret Mills, 40, took three A-levels and an honours degree in history while raising her children. She finds that, by sharpening her mind, JCP helps her career search. "I meet people who have been in industry and am learning to know my way around and get an insight into different professions," she says. (Women are often more adaptable and robust in job searching, while men tend to think more about salary and status, in John Appleyard's opinion.)

Professor John Webb, of PCL's management faculty, believes that self-help schemes like the Job Change Projects could very usefully be introduced into other polytechnics.

His department is also taking part in the imaginative new Management Extension Programme, designed as a married broker between small businesses in need of special expertise and redundant senior managers from fairly large organizations. It is backed by the MSC and started recently in a few selected polytechnics.

After a short course, former managers are seconded to local new businesses. As a result, some are offered staff posts - the only woman in the first programme has taken a short-term contract - while others are stimulated to start up on their own and can then take the polytechnic's business course. The next programme begins here on January 24; applications should be sent in now.

A group of unemployed managers and professionals set up Luton Employment Action Plan (LEAP) to build contacts with business. This should help in the search for jobs, initiate development activities, teach self-representation, explore business start-up and, perhaps most valuable, provide a meeting place.

This is based at Luton College of

Higher Education, which gives substantial support: a room set aside four days a week, one-to-one counselling, tutorials, typewriters and access to courses (generally management) and computers. Members fill in questionnaires to discover their natural abilities and think positively about new directions.

The adult college at Richmond, Surrey, is open for one session a week to redundant executives for mutual support, exchange of ideas, and planning projects, such as running a market stall to pay for publicity and newsletters.

Graduates without a job have their own drop-in centre at Preston Polytechnic, in Lancashire. There is a revolving six-week course in job-getting skills, with interview practice on closed circuit television, for 12 people, and they continue to use the centre afterwards. The scheme, Polyaccess, includes a job-watch board showing local and national graduate vacancies, plus the facilities of the polytechnic, from social events to gaining computer experience and information on courses throughout the north-west.

"It's a support system to advise, stimulate and keep people in touch," says Teresa Williamson, the project manager. More than 400 have been through the centre since it opened just over a year ago. Originally it was aimed at new graduates, but some are past 40; only slightly more men than women enrol and there are science graduates as well as arts.

## Courses keep the adrenalin flowing

This scheme is backed by the MSC, which, of course, funds many of the back-to-work schemes in education centres. An example is the Job and Career Change Programme, which started in May at Tunbridge Wells adult education centre as a career-spanning bridge for people on the Professional and Executive Register.

This has a 70 per cent success rate, says tutor John Wells. Clients include production engineers, solicitors and some who were formerly in shipping and electronics.

One MSC scheme linked with a university is the seven-week business start-up course which is run jointly with the University of Kent. Fifteen men and women, who must be registered unemployed and have a business idea, take each course and are taught by academic staff, backed by visiting experts like bank managers, lawyers and accountants.

Most of these schemes offer unemployed people, in John Appleyard's words, a way to "keep their skills sharp, their contacts alive and the adrenalin flowing".

Next Thursday: Robin Oakshott looks at a firm which grew from the "black economy".

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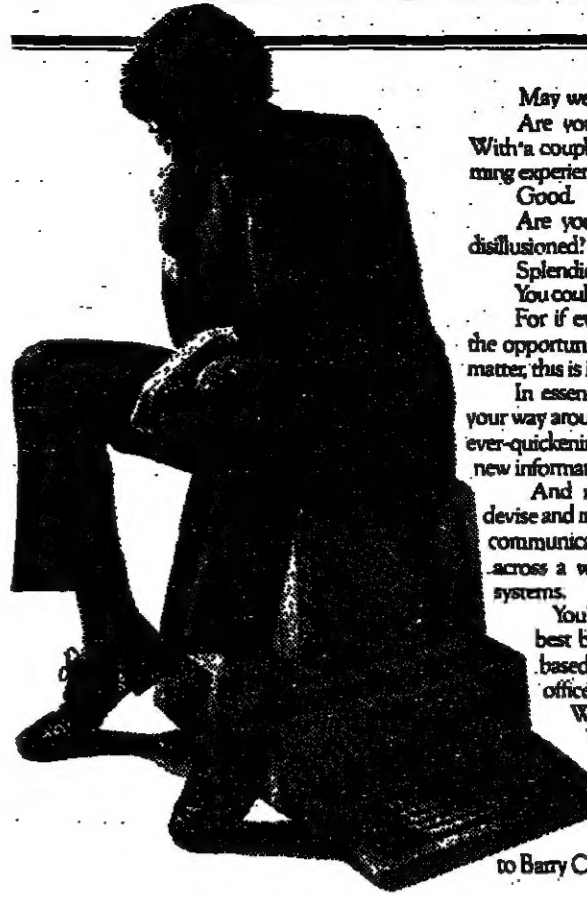
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